

Brewing & BEVERAGE INDUSTRIES **BUSINESS**

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In This Issue....

CASK & KEG
BevExpo PREVIEW

Plus all the latest industry news

The Products & Services Magazine for the UK Drinks Industry



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and joining the **BFBi**

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**An independent publication
pleased to be a
MEDIA PARTNER to**



Representing the entire value chain
supplying the Brewing, Food &
Beverage Industry

Welcome

A NEW MEMBER JOINS THE FAMILY

As an Association that has represented the supply chain into the brewing and beverage industry since 1907, it is always good to welcome new additions to the 'family'.

I say 'family' very specifically as our experience is that the beverage industry is very much like a family, with each sector of the supply chain supporting the other; disagreements occurring but always being resolved in the long run through communication and interaction.

BFBi was formed as a lobby body on behalf of the brewing industry and that core benefit continues today into the wider beverage industry.

We understand how important sustainable relationships are between supplier and manufacturer and throughout the value chain.

BFBi's motto in 1907 was 'Union is Strength'. We believe that motto is as appropriate today as 109 years ago.

We understand that BBIB will reflect



these relationships, give companies and sectors the opportunity to promote innovation, quality, best practice within today's brewing and beverage business.

We welcome that promotional support to our industry and welcome BBIB.

Ruth Evans M.B.E. BFBi CEO



Representing the entire value chain supplying the Brewing, Food & Beverage Industry

We believe that we are unique in that we represent an entire value chain – from seed merchants, barley growers, maltsters, hop merchants, suppliers of raw materials through to production and packaging machinery manufacturers and suppliers and dispense/point of sale suppliers, manufacturers and installers.

Our core values are sustainability of the value chain; fraternity; promotion of our Members, enabling them to act together in all areas relating to their trade or professional interests.

Today, our strength and depth of membership expertise continues to help manage the opportunities and challenges facing our modern industry.

We provide a full range of services including:

- ❖ Weekly updates of industry news;
- ❖ Free entry within the Association's Annual Directory;
- ❖ Management and financial help at a number of overseas exhibitions;
- ❖ Discounted stand space at the triannual International Brewing Convention;
- ❖ Free of charge Business Advisory Helpline;
- ❖ Participation in social and professional activities, enabling Members to maintain direct contact with decision makers within the industry
- ❖ Representation via trade committees and direct lobbying at UK, European and International level

Indeed, no firm selling to the brewing, food & beverage industry can afford to remain outside BFBi – if only for the value manufacturers place on it as being their most effective contact with suppliers and the value suppliers place on it as being their most effective contact with the industry.

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Adrian Tierney-Jones

'I DON'T LIKE LAGER'

'I don't like lager.' If I had a pound for every time those words were uttered to me, usually at the bar from a dedicated casketeer and once from a fellow judge, as we evaluated a flight of British indie lagers, I'd probably be able to pay my tax on time.

Whenever I hear those words, I have one response. 'Which lager don't you like?' Would it be an earthy and sprightly Czech Pilsner, a bready Munchener Helles, a robust and muscular Doppelbock or the new wave lagers influenced by American craft brewers, made by the likes of Cloudwater or Fourpure? And I haven't even got round to Marzen, Festbier, Kellerbier, North German Pils or Czech dark and amber lagers yet.

The family of lager is a large, boisterous one that covers a range of colours from sunlight all the way to the sort of impenetrable darkness in which things go bump in the night. It also comes complete with a full spectrum of flavours and aromas. For me there's a lot to like.

Of course, most of the lagers sold in the UK are pretty bloodless; their popularity seems to depend on the price being right or the kind of cosy familiarity that sees some ale drinkers stick with something like Doom Bar night after night — not that there's anything criminal about this conveyor belt approach to drinking.

That said, there is a growing number of go-ahead breweries producing vividly flavoured lagers that, for want of a better word, some might want to call craft lager — think of the likes of West, Camden Town, Andwells, Adnams, Fuller's and Thornbridge. The latest I tasted came from Croydon-based Signal whose eponymous Lager has a soft caramel sweetness upfront and an elegant and dry finish. It is rather delicious.

This love for lager is about time, but I would like to see even more breweries add a Bock or a Marzen or a Helles to their portfolio.

The reason for my wish?

We are currently experiencing the most exciting time in British brewing since the 19th century. Flavour and character are king and experimentation is seen as a key route to acclaim. There are IPAs of all stripes, sours, saisons, wood-aged beers, imperial stouts and porters as well as the pub mainstay of golden ales and bitters.

But I've been long of the opinion that anyone who has ever owned a copy of *Brewing For Dummies* can brew a highly hopped beer reminiscent of a glass of grapefruit juice or kettle sour something and call it Berliner Weiss (with added fruit and veg). A surfeit of high-alpha hops can mask a legion of faults — I remember thinking the same thing about 10 years ago with strong dark beers, this time the alcohol and the chocolaty, roast notes providing a shield. On the other hand, the brewer of lager has nowhere to hide.

For me lager is about a clean flavour, a canvas on which the malt and hops paint their own colours. Lager is also about delicacy, fine brush strokes, the opposite to the loud, Jackson Pollock-like splashes of colour we get from many new craft brewed IPAs.

Don't get me wrong, I'm not knocking these beers, I love a lot of hops, but I also like the subtlety you get with lager and I want British craft brewers to demonstrate that they can do both.

After all, I have visited US breweries and brewpubs where the house Pilsner (or it might be a Dortmund) sits happily away at the bar-top chatting away like a bird with the house IPA or imperial stout.

As I wrote this article, I happened to pop over onto Twitter (as one does) and noted a tweet from an independent brewery that is noted for its exemplary highly-hopped and well-flavoured beers. Above a short burst of film of their bottling line with bottles of its newly introduced lager rolling along, there were the words: 'This is what is coming off the bottling line today. Are we in bed with the devil?'

Well they do say that the devil has all the best tunes, but theology apart, I'm glad to see another brewery show what it can do with lager.

You don't like lager? I don't believe you.

Adrian Tierney-Jones



Adrian Tierney-Jones is a freelance journalist whose work appears in the *Daily Telegraph*, *All About Beer*, *Beer*, *Original Gravity*, *Sunday Times Travel Magazine*, and *Publican's Morning Advertiser* amongst many others.

He's been writing books since 2002 and they include *West Country Ales*, *Great British Pubs*, *Britain's Beer Revolution* (co-written with Roger Protz) and the history of the International Brewing Awards *Brewing Champions*; general editor of *1001 Beers To Try Before You Die* and contributor to *The Oxford Companion to Beer*, *World Beer* and *1001 Restaurants You Must Experience Before You Die*.

Chair of Judges at the World Beer Awards and also on the jury at Brussels Beer Challenge, International Beer Challenge and Birra Dell'Anno.

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Condensation-free bottles made possible

Devon-based Air Control Industries has supplied Cooley Distillery in Ireland with a new drying system designed to ensure efficient and effective bottle-drying pre-labelling.

Cooley Distillery, part of the Beam Suntory Group, produces quality Irish Whiskeys such as Kilbeggan, a brand which includes multi-award winning blended and single malts.

ACI were initially contacted by Adrian Sheelan, Bottling Plant Manager for Cooleys, who explained why there was a need to install a drying system. "During the colder winter months, we were experiencing a big issue with condensation. The cause of this was due to empty bottles being stored in a cold warehouse, and then brought into a much warmer factory environment. When we ran these bottles through the line, the condensation was severely effecting both the labelling process and the overall quality of the product."

Sheelan continued, "The Distillery had not been using any form of drying system, and so after discovering ACI on the internet, once contact was made they very quickly provided us with the confidence that we could easily solve this problem. We not only visited their manufacturing and testing facility in Devon, but one of their technical engineers also came to County Louth to ensure the equipment was going to be appropriate to our needs – all to good effect."

The space envelope available on the Cooley's production line to install a drying system was restricted, so ACI supplied an 'EL' Eye Level Drying System – a semi-enclosed drying system where the blower is contained within a stainless steel enclosure. Additional protection to the blower is given by mounting the enclosure to a leg kit that is easily positioned, in this case directly above the conveyor line (see picture). The system was fitted with a pair of 500mm long stainless steel air knives



that provided full body drying of the different shapes and sizes of Cooley's Whiskey bottles processed.

"The installation of the ACI Drying System had an immediate effect once it was installed and ensures that all the self-adhesive and wet glue labels are now applied and adhere correctly. We can safely say that we have completely eliminated the condensation issue!" added Sheelan.

**For more information visit:
www.bottlecandrying.com**

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Based on the market-leading Alfa Laval LKH pump range, the LKH Prime is an efficient, versatile and hygienic self-priming pump.

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Characterized by reliability for improved operational productivity and designed for Cleaning-in-Place (CIP) duties containing entrained air, Alfa Laval LKH Prime can also pump product, potentially reducing the capital investment when designing process systems.

Quiet in operation, Alfa Laval LKH Prime reduces sound pressure levels by 80% when compared to pumps using traditional pump technologies for CIP/entrained air applications. This noise reducing feature is a smart way to improve the working environment and plant safety for employees.

The pump is easy and cost-effective to service and

maintain. By sharing common parts with the Alfa Laval LKH pump range, Alfa Laval LKH prime offers low cost of ownership and increased uptime, backed up by the security that comes from Alfa Laval's global service network.

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BeerLab analyser unveiled

The BeerLab analyser was officially launched in the UK at SIBA BeerX creating a great deal of interest amongst visitors. The analyser is designed to allow brewers to monitor key parameters such as bitterness, colour, ABV and pH during the brewing process to improve product consistency and quality control.

The BeerLab performs a wide range of tests on beer, wort and water and has recently been assessed by Campden BRI

where it was "shown to give comparable performance in the measurement of pH, colour, bitterness and alcohol to established methods".

The BeerLab is simple to use and does not require calibration or maintenance. The software guides the user through the testing process through clear graphical instructions via a touch-screen and results are available in minutes.



For more information visit:
www.qclscientific.com/beerlab

Steam fuels expansion

Huddersfield-based craft beer specialist, Magic Rock Brewing, has installed a 100hsp 4VT Steam Boiler from CFB Boilers to generate steam for a number of vital steam-powered processes at its new site.

The energy-saving boiler, which comes with future-proof steam capacity, is already helping Magic Rock towards its aim of quadrupling output within the space of just two years.

Magic Rock has come a long way in a short space of time, and exceptional demand in the first few years necessitated an expansion in 2015 to a new 25,000 sq ft facility close to Huddersfield town centre. The move also led to considerable investment in new brewing kit, much of which is steam-powered.

Magic Rock and CFB Boilers were introduced via social media. CFB had a completely refurbished, pre-owned 100hsp 4VT Steam Boiler ready at its manufacturing facility in Essex, and was able to offer the larger boiler at a similar rate to a newly manufactured smaller model.

"When we heard CFB Boilers' proposal we realised we could get extra steam capacity from the 100hsp 4VT, which would make us future-proof in the

event of further expansion, but at the same price as a new 80hsp 4VT Steam Boiler. It was a perfect solution for us," says Ross.

"Steam boilers are cheaper to run than electric boilers and this efficiency will help us achieve a quick return on our investment," says Mr Ross. "It is also more cost effective than having separate gas heaters on each jacketed vessel."

With its 4VT Steam Boiler in place, Magic Rock is now ramping up output across its cask, keg and can portfolio.



Magic Rock's Head Brewer, Stuart Ross, with Dave Parish (right) from CFB Boilers.

For more information visit:
www.steamboilers.co.uk

Bottling line order

Thanks to support from Scottish Enterprise and the Bank of Scotland, Arran Brewery has placed an order with IC Filling Systems for its own bottling line.

Managing Director Gerald Michaluk said: "We are purchasing a turnkey bottling line from IC Filling Systems, one of the market leaders in this type of equipment. This facility will deal with all our non-core brands and development brands as well as providing a service to other small independent breweries."

The bottling line will be delivered and installed in June 2016. Meanwhile upgrades at the brewery including new bulk malt handling, milling and more fermentation capacity, which will be added on Arran.

The latest off trade figures show Arran Blonde as Scotland's fourth fastest growing ale brand in the top 15 ale sold in Scotland.



For more information visit:
www.icfillingsystems.com



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Brewing up more cleaning innovation

After a strong performance in 2015, the continuing integration of its K-series dual cask/keg washers into the marketplace and an increase in enquiries for other equipment, Cask Force made the decision to develop a new standalone keg washer/filler.



This has led to the creation of the KEG-2000 machine and a prototype model was on extensive trials during February and early March at Redwell Brewery in Norwich.

Cask Force's design engineer, Keith Trenton, said, "We are getting a growing number of requests from breweries for keg equipment and the sales of our dual keg and cask machines are steadily increasing. As a result of this we felt we had to do something to offer an option for breweries focussing on kegging so we developed the KEG2000 series."

There are currently two models of the machine - the KEG2000 which is a washer/filler and the KEG2000W which is a twin head washer. The KEG2000 will clean and fill 28x30L kegs or 20x50L kegs an hour.

The KEG2000W will wash up to 48 kegs an hour. On the KEG2000,

whilst head one is carrying out the wash function, head two is filling the clean keg which has previously been transferred from head one by the operator. The beer is accurately metered via a batch controller and the status is displayed on the instrument. Flow rate and pressure is controlled automatically.

The KEG2000W follows the same wash process of the KEG2000 but both heads are washing heads.

As with the rest of the Cask Force range, the new machines all feature, automatic level control, digital temperature control with heat hold function to ensure consistency of clean. The footprint has been kept as small as possible taking up less valuable floor space; it is also fully manoeuvrable on locking swivel castors.

For more information visit:
www.caskwasher.co.uk
e: sales@caskwasher.co.uk

'Lowered production costs' with BMF

Higher costs for water, energy, raw materials and logistics are forcing brewers the world over to change their investment philosophy and optimise their economies of scale.

By introducing non-stop high gravity brewing, a continuous flow and the use of membrane filtration, significant savings can be realised on raw material usage and water and energy consumption. This highly automated brewing process requires minimal labour, resulting in OPEX savings.

Pentair's Beer Membrane Filtration System - BMF - establishes a sustainable brewing process and a matching working environment devoid of the health and safety risks that were present in the Diatomaceous Earth (DE) era of filtration. The number one priority however is taste, and the beer filtered through the BMF system has - says Pentair - a significantly lower level of aging components compared to diatomaceous earth (DE) filtered beer. Unlike DE filtration, membrane filtration is a

permanent barrier to beer spoiling materials, giving it a considerable extra advantage over conventional methods.

One customer for Pentair's BMF solution is Ganter, a privately-owned, mid-size brewery, located in Freiburg, Germany. Founded in 1865, it has a diversified beer portfolio, and when confronted with reduced beer consumption and strong competition in recent years, Ganter decided to modernise its brewery. They replaced the existing kieselguhr filter with Pentair's BMF-18 Compact filter in a newly built cold block supplied by Pentair Sudmo (pictured). The BMF-18 Compact's pre-assembled, pre-tested system design allowed quick filter replacement.

After the upgrade, the brewery significantly lowered production costs due to reduced water and energy consumption while profiting from the high grade of automation and the system's flexibility to filter different types of beer with a consistent quality.

"For us, as a mid-sized brewery, Pentair's BMF-18 Compact offers the ideal, 'ready-to-install' solution," said Detlef Frankenberger, Managing Director at Ganter.

BMF technology offers breweries an assured output, which neutralizes quality fluctuations of the raw materials.

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CADER ALES

Multi-purpose jacket unveiled

InnCellar Equipment has launched a new Multi-Purpose Jacket® (pictured) which was unveiled at SIBA BeerX 2016. It caters for the many applications needed to cover the new influx of cask/keg variations.

Also proving popular so far this year, says the company, has been the introduction of the 3-over-3 Occasional Beer Festival Racking, plus 4.5 Gallon (Pin) adaption for the company's tilter system making these adaptable to a wider range of requirements.

InnCellar Equipment has grown over the last few years, through the satisfaction and recommendations of customers, as to the quality of products and service they have received from the company.

A full range of cask/keg beer products including cooling (Jackets®, saddles, probes, ice blankets, Stillage, tilters, beer festival and cellar racking) is included on the company's website. All products can be complimented by a fully stocked range of ancillary fittings and materials,



to help achieve that "Perfect Pint", says InnCellar.

For more information visit:
www.inncellar.co.uk

Buyout at Moody

A management buyout of Moody Direct Ltd from the Moody Group of companies has been led by David Tomlinson and Ken Wild, with founder Paul Moody as Non-Executive Chairman.

For 40 years the Moody Group of Companies has been a leading supplier of process and packaging solutions to industry including the beverage and brewing sectors. Moody Direct Ltd is a leading supplier of process spare parts, maintenance, equipment and project engineering services. The company incorporates Moody Direct Spares and Service, Moody Heat Exchangers, Moody Projects, Daken Stainless Products and Alfred & Company.

Despite becoming an independent company from other parts of the Moody Group, following the management buyout, Moody Direct Ltd will retain the Moody name and continue to operate from its main base in Retford, with additional offices in Derbyshire and a service centre in Gloucestershire.

For more information visit:
www.moodydirect.com

Fish tank display for waterproof scales

Weighing scales manufacturer Marsden put a waterproof weighing scale to the test at SIBA BeerX in March by showing it in a fish tank full of water!

The Rotherham-based business wanted to demonstrate how waterproof the B-100 Bench Scale is by submerging it in water for three days at the festival and exhibition organised by the Society of Independent Brewers (SIBA).

The B-100 has become Marsden's most popular weighing scale for breweries, due to the choice of capacities (up to 15kg) and high accuracy making it suitable for weighing ingredients. Plus, its IP68 rating means it can get completely wet yet still work.

After three days in the fish tank, the B-100 still worked without any problems - and was actually left switched on whilst in the fish tank.

Marsden's Marketing Manager

David Smith said: "BeerX was the perfect opportunity to show how we can help improve the brewing process, with accurate, robust professional scales.

"Many breweries have gone for the B-100 - after all, great beer starts with carefully-measured ingredients!"

The B-100 can currently be purchased from www.marsdenweighing.co.uk at the discounted price of £115+VAT. A case study, detailing how the B-100 is used by The Brew Shed in Dumfermline, can also be found on the company's website.

For more information visit:
www.marsdenweighing.co.uk



ICE

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The UK's 'can-do' revolution

Microbreweries have been popular across the UK for a few years, with small operations producing some of the finest beers available. However, whilst an independent British brew is a favourite of many, the technology required for canning has only been available via import, which is why many producers settle for bottles.

Leeds-based innovators Canning Technologies Ltd recognised the problem and have created a solution, quite literally reshaping the packaging process. The result is a range of affordable and effective canning machines designed, manufactured and assembled in the UK, opening up the market for micro-breweries to use cans instead of bottles.

Kevin Reynolds, a Chartered Engineer and

Managing Director of Canning Technologies Ltd, explains why this is a significant development: "Bottles are highly prone to light strike, which is when sunlight penetrates the liquid and degrades its quality. Oxygen is also trapped inside, causing further deterioration of flavour. Cans remove both of these detrimental factors, as the material is opaque and the foam is closely sealed in, which then naturally kills off any oxygen until reopened."

"Cans come with benefits for producer, retailer and consumer alike," he continues. "Operating costs are lower for the brewer, increasing profit margins; meanwhile, due to their compact, lightweight and robust nature, cans are cheaper to transport and far less likely to become damaged during transit. The result is a premium product that is more attractive to pubs and restaurants whilst more enjoyable for the drinker."

"Cans have seen huge success in the USA, followed by a recent resurgence in the UK," says Reynolds. "Still, the true potential can never be met unless canning technology is readily available in this country, which our machines have enabled for even the smallest breweries."

Additionally the canning process offers the advantage of highly refined temperature control. With beer reacting better at lower temperatures and not freezing even at zero degrees due to its alcohol content, the Canning Technologies Ltd range can be operated in the industry's optimum environment. A can is also ideal for branding, lending its entire surface to artwork. This allows microbreweries to maximise visual engagement and marketing strategies, inviting craft beer drinkers to get involved in their philosophy and culture. Following consumption, cans are optimised for recycling too, as aluminium can be crushed without producing hazardous debris and retains 100% of its reusable properties indefinitely.

Kevin added: "We currently have two machines, capable of canning 1,500 and 2,500 units per hour, respectively. A 6,000-unit machine will soon be added to the range, ideal for companies that want to expand production. We're dedicated to giving craft beer makers everything they need to adopt a 'can-do' attitude."

For more information visit:
www.canningtechnologies.co.uk



This hose or that hose?

To avoid potential harm to personnel, site and equipment; and to prevent product loss, Dixon stresses the importance of inspecting all hose assemblies prior to each use.

Whether it's the correct hose required or the right type of coupling for the application, it is often a minefield when it comes to finding a solutions provider with the correct experience you can trust. As a company with 100 years in the industry and with a current staff hose experience measured over half a millennium, Dixon are often asked the question; "Which hose? This hose or that hose?"

Recently Dixon recommended a customer changed from using a

hygienic rubber hose to a silicone hose. The result? The silicone hose was 50% more expensive but while the rubber hose needed to be changed every other month, the silicone hose has been in use for over 8 months! A cost saving for the customer, both in terms of downtime and price over the period.

So where to start with finding out if you need "This hose" or "That hose"? To answer what hose to specify start with answering Dixon's own acronym. **S.T.A.M.P.E.D**

Size: What size and length hose do you require?

Temperature: What is the temperature of the media/process?

Application: What industry is used in? Is it used for suction and delivery?

Media: What is the media going through the hose?

Pressure: What is the pressure of the media?

Ends: What end connections do you require?

Dixon: Your number 1 choice for hose! With a hose range which covers a broad spectrum of application and a team of experienced and technical sales personnel, Dixon offers a complete service advising on the most appropriate solutions for applications.

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JOIN THE CAN-DO REVOLUTION

If you're a brewery, you'll share our passion for quality beer brimming with flavour and integrity. Every drop is led by a philosophy, instilled with passion and delivered by a culture that you want others to be involved in. Whilst bottles do the trick to an extent, nothing conveys a brand like a well designed can.

The thing is, there's always been a problem for small breweries: canning is expensive. With this in mind, Canning Technologies Ltd is reshaping the process, providing affordable small-scale canning machines that are entirely designed, manufactured and assembled right here in Britain.

With our unique system you can wrap your eye-catching artwork over the entire can whilst benefiting from numerous other features, including compact and robust construction, optimised recycling and protection from light, helping to contain the individual flavour more than a bottle ever will.

Never before has this technology been available without the need for importing, so it's time for your business to hop aboard and take your brew to the next level.

Contact: 0113 2870081

 **@canningtech**

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THE WORLD OF KETTLE SOURS

When interest in so-called ‘sour beers’ hit the United States earlier this decade, many were those who made such grandiose pronouncements as “sour is the new bitter” and “the next trend in craft beer is sour ale.”

As columnist at the time for the hospitality industry magazine, Nation’s Restaurant News, I was even asked by my editor to spend the better part of a page on the topic, his logic being based largely upon their newfound popularity on either coast, yet ignoring their near-invisibility in between.

Personally, I took a contrary position. Sour beers were simply too hard to do well and took too long to create, I reasoned, so their number will never be sufficient nor their volume large enough to rival conventionally brewed beers. Then came kettle souring.

Although no one seems certain as to where and when kettle souring originated, research suggests that its modern implementation may well be a made-in-America development, with anecdotal evidence pointing to New England in the early years of this century as a possible starting point. Historically, it rather surprisingly might have been a German creation, with beer historian Ron Pattinson having discovered references to “yoghurtbier,” which would have been created in a similar fashion, dating from the early 1900s.

It is also a practice not without its share of controversy. Mention kettle souring to an American brewer today and you are likely to elicit a response of vigorous approval or even stronger disapproval, to the point of “Death to Kettle Sours” t-shirts having been printed. But love it or hate it, it is indisputably a part of American beer culture today.

As its name implies, kettle souring is a short-cut to sourness in beer, involving the inoculation of lactobacillus into the wort as it sits in the sterilized kettle prior to boil. By monitoring the pH of the wort as it drops, the brewer waits until an optimal level is reached – usually 3.2 – 3.6, but sometimes as high as 4.0,

depending on the degree of sourness desired – and then boils the wort to sterilize it and prevent further souring. Production then continues more-or-less as usual.

While most brewers are content to use a commercial strain of lacto, some, like Gigantic Brewing and the Commons Brewery, both of Portland, Oregon, prefer to employ ordinary yogurt. In an article published in Beer Advocate Magazine, Gigantic’s Ben Love is quoted as praising yogurt-born lactobacillus as having “just a really clean tartness.”

From a rather fringe practice which was, in its early days, the subject of some derision – “You put yogurt in your beer? Dude!?” – kettle souring skyrocketed in popularity after Love, the Commons Brewery’s Sean Burke and Ben Edmunds of the Breakside Brewery, also from Portland, presented a panel discussion on it at the 2015 Craft Brewers Conference. Today, one encounters kettle soured beers with much greater regularity than one does ales made tart in the traditional, barrel-inoculating and time-consuming fashion.

While the kettle process does certainly simplify the production of sour beers, some commentators, yours truly included, bemoan the “one note” nature of the tartness that develops as a result, comparing such characters unfavourably to the more complex and intricate webs and arcs of flavour found in traditionally inoculated beers. Others, including Cicerone Certification Program Founder & Director Ray Daniels, argue that cleanliness and drinkability can be adequate trade-offs for a relative lack of complexity.

And such advocates do have a point. In the early years of sour beers in North America, it was not uncommon to encounter excessively sour and acidic beers, some veering towards flavour profiles that more resembled vinegar than they did beer. Kettle souring, for all its apparent shortcomings, seems at least more likely to produce beers devoid of obvious flaws and defects.

Having now dealt with process and results, the last sticky issue attached to kettle souring remains price. As a general rule, North American beer

consumers have grown used to paying extra for sour beers, recognizing as most do that the process of creating these beers is measured in months or years rather than days or weeks. Some kettle soured brews, however, have been offered at similar price points despite their relative ease of production, and as awareness of the process grows, some drinkers are beginning to take issue with this.

In the end, while kettle souring seems unlikely to disappear from the North American landscape anytime in the near future, it also appears probable that without a drop in pricing and perhaps also a corresponding growth in the complexity of the resulting beers, its future may not be quite as robust as those early sour beer proponents suggested.



A professional beer writer for 25 years, Stephen Beaumont is the author of ten books on beer, including *The World Atlas of Beer* – the second, fully-revised edition of which will be published in the fall of 2016 – and *The Pocket Beer Guide 2015*, both co-written with Tim Webb. Stephen’s latest solo book is the *Beer & Food Companion*, which was published to much critical and commercial acclaim in October of 2015.

Stephen has also contributed to several other books and written innumerable features, articles and columns for publications as varied as *The Globe and Mail* and *Playboy*, *Fine Cooking* and *Whisky Advocate*. When not writing, he travels the world extensively, tracking down new breweries and hosting beer dinners and tastings from São Paulo, Brazil, to Helsinki, Finland, and Beijing, China, to Seattle, Washington.



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Announcing BevExpo 2016 15th & 16th June at Manchester Central!

BevExpo 2016, a free-to-attend, 2-day event showcasing the entire beverage supply chain, is THE forum for improving trade connections; discovering what is new and innovative; providing you with the tools you need to grow your business.

With exhibitors and seminar presenters from the UK, USA, Germany, Belgium and Spain, this is an opportunity to meet with the international supply chain on UK soil.

15th June will see Founder Partners, including Brewing Engineers Association (BEA), BBPA, SIBA and IBD, holding presentations in the world class auditorium under a theme of:

“Packaging – the vessel that transports a beverage into a brand”

- Design purchasing and supply of packaging - specification and economics
- Canning equipment - part 1 supplier view, part 2 user view
- Bottling equipment - part 1 supplier view, part 2 user view
- PET
- Filling line hygiene and aseptic packaging
- Making it lean
- One-trip kegs - materials and special considerations - supplier and user views
- Sustainability
- Making it to the glass
- Branding and shelf presence

The 2 day seminar programme (15th & 16th June) within Exchange Hall, provides a complimentary programme of presentations under a theme of:

“Do You Know Your Cost To Sell?”

- Trends / Innovation / Market Growth
- Fusion Drinks – Cross Innovation Between Alcoholic and Non Alcoholic Brands
- Automating Your Process – What You Need versus What You Would Like
- Process Innovation
- Packaging Your Brand
- Environment / Water Management
- Dispense – Do You Know Your Cost To Serve?
- How to grow profitably & what you need to spend your money on

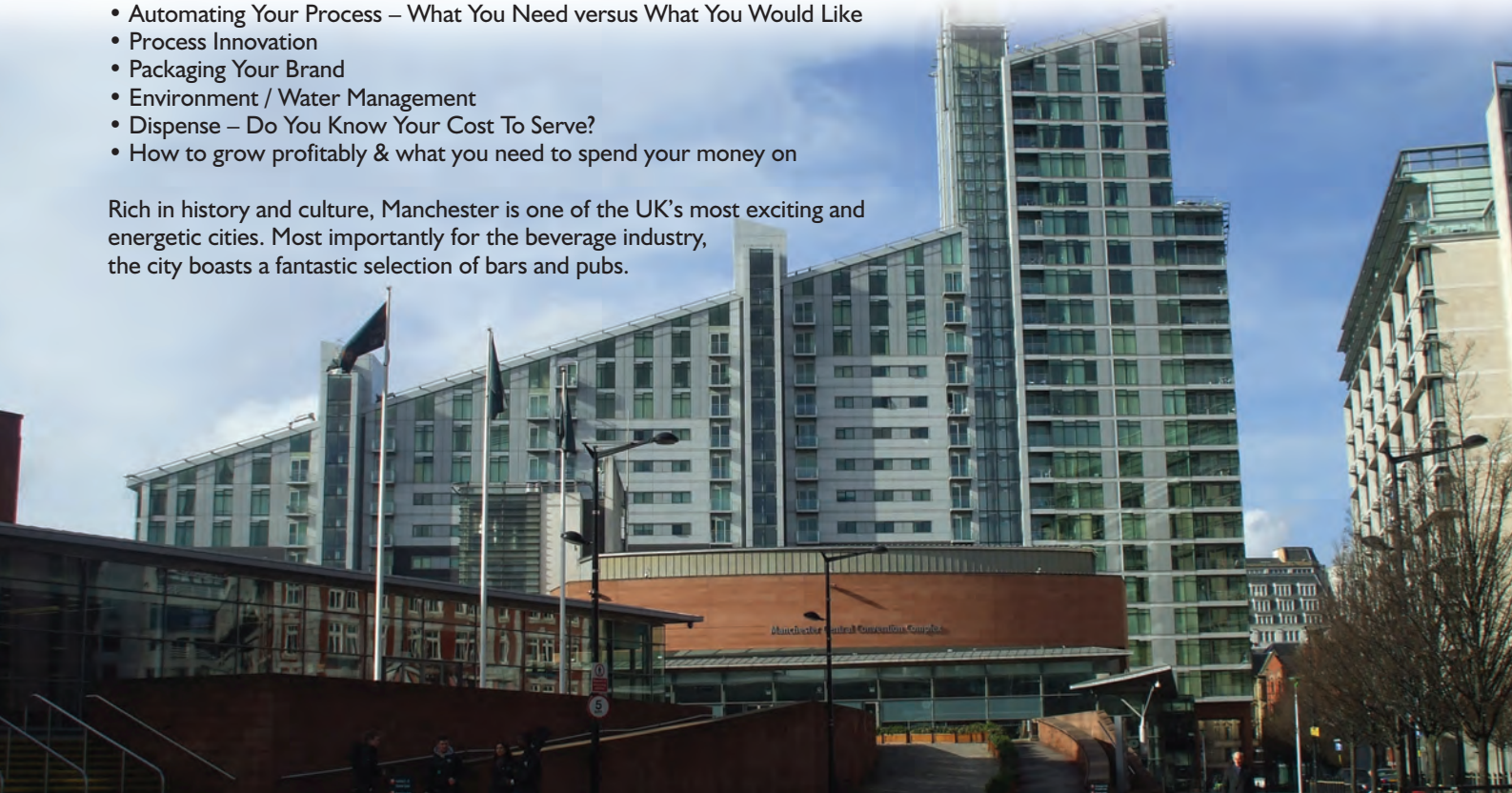
Rich in history and culture, Manchester is one of the UK's most exciting and energetic cities. Most importantly for the beverage industry, the city boasts a fantastic selection of bars and pubs.

All drinks manufacturers and packers who register to visit the event, are invited to attend the exclusive BevExpo evening at Manchester's newest venue – The Albert Schloss, Manchester's first Tankovna, serving the finest German & Czech beer and food.

Join BevExpo exhibitors and seminar presenters in this Bohemian Palace for an eclectic and unique night! Tickets will be on sale shortly and are allocated on a 'first come, first served' basis.

We intend for this event to be the platform for the entire drinks industry. Whether you're a dairy manufacturer, vintner, micro brewer, cider maker, soft drinks or indeed anything drinks – you need to be at BevExpo 2016!

This event is free to attend. Simply pre-register online at www.bevexpo.com. For further information please contact organisation@bevexpo.co.uk





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BevExpo 2016

Over the next few pages some of the companies exhibiting at BevExpo tell us about what they will be promoting at the event...

Complete package

Brandels is a specialist in soft drinks, beer dispense, cooling and cellar equipment for the brewery and beverage trades.

The company offers a manufacturing, refurbishment and maintenance service for all dispense equipment plus the supply of ancillary spares, with a dedicated repair centre to provide a complete package to meet your requirements.



For more information visit:
www.brandels.co.uk

Systems on show

Atlantic will be showcasing the following:

- A selection of its own fabricated fonts, T-Bars, Beer sight glasses & drip trays all designed and manufactured in the UK
- Its uniquely designed and UK built mobile bars
- Mobile Bars Hire & Event Management Services across the UK
- The new Fastpour Beer Dispense System
- UK distributor for Growler Filler Dispense System for on and off trade
- Technical service for all drink dispense systems.



For more information visit:
www.atlantic.org.uk

Finding the perfect bottle

Leading glass manufacturer Beatson Clark works increasingly with craft and real ale breweries in the UK and overseas and is looking forward to meeting brewers at BevExpo.

Beatson Clark has recently joined the BFBi and will be on stand 108 at the first ever BevExpo event.

The Yorkshire-based glass manufacturer specialises in helping independent breweries find the perfect bottles for their beers, and BevExpo is just one of a number of brewing-focused events that the company is attending in 2016.

Beatson Clark manufactures bottles for many breweries including Robinson's, Meantime, Bedlam and Brooklyn Brewery in New York. The company will be showcasing its new range of general sale beer bottles at BevExpo, including its first embossed stock bottle.

The company will also be showcasing a range of bespoke beer bottles, and glass packaging experts will be on hand to explain how the company can create unique bottle designs for breweries at a greatly reduced cost and volumes.



For more information visit:
www.beatsonclark.co.uk

Search and selection specialists

CPL is the leading international search and selection specialist in the brewing and distilling industry. Bill and Julie Carling together with the team of Tricia Tappin, Penny Zaloumis and Laurence Rougeaux work across the sector from craft breweries to global companies.

They are experts in the field using their extensive industry knowledge and contact to identify talented individuals.

Offering a professional and personal service the CPL team can source technical candidates in the suppliers' industry. Other sectors of expertise are: supply chain, manufacturing, packaging, engineering and quality management.

Bill and Julie are attending BevExpo 2016 and will be delighted to meet you on Stand 73.

Whether you are looking to recruit or discuss your next career move, go and have a chat with them and see how CPL can help you.



L-R: Laurence, Julie, Bill, Tricia and Penny.

For more information visit:
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Drinks Industry Specialists

Muntons Seminars and Innovation 2016

During 2016, Muntons will be hosting a series of seminars aimed at breweries who wish to gain a greater understanding of brewing. We have teamed up with industry specialists to ensure delegates are given a complete overview providing technical insights and of course we encourage delegate participation.

You may attend one seminar or all of them, the choice is yours. There are limited spaces on the day. You can register your interest to the seminars via www.muntons.com/seminars

The topics include:

- 1: **Raw Materials**
January 2016
- 2: **Fermentation and Yeast Management**
Friday 11th March 2016
- 3: **Beer stability, consistency and packaging**
Friday 10th June 2016
- 4: **Compliance and Quality Control**
9th September 2016
- 5: **Innovation Day**
14th October 2016

Where? Muntons Centre for Excellence, Cedars Maltings, Stowmarket, Suffolk, IP14 2AG

When? dates as listed opposite

What's included? Tour of the Maltings, Lunch, Goody Bag

How much? £50 + VAT per person

If you would like to attend please email events@muntons.com

or register online via www.muntons.com/seminars

Closing dates per seminar will be listed on our website or call

Joanna Perry on 01449 618300 for more information

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'Breakaway' valve on show

As members of the BFBi, Dixon is proud to be one of the exhibitors at the first BevExpo this year. Dixon offers FDA and 3A approved stainless steel fittings, unions, tube, pumps and valves for the food, dairy, beverage and brewery industries.

Dixon will be showcasing its range of hygienic fittings and actuated valves on a stainless steel fabricated display; along with a carousel of hygienic hoses assemblies offering odourless and taste free properties suitable for liquid foodstuffs. Also on show will be the newly launched Hygienic Breakaway Check Valve, which is proving to be 'the right connection', potentially saving companies thousands.



Dixon will also be joining the BevExpo seminar programme to talk about correct valve selection and the effects of valve selection to your bottom line. Come and see Dixons at BevExpo to make the right decision before your next valve purchase.

For more information visit:
www.dixoneurope.co.uk



DDW will be exhibiting a wide product portfolio of natural colours, including Caramels, Burnt Sugars and Colouring Foods, suitable in a wide variety of beverage applications.

For more information visit:
www.ddwcolor.com

Complete service showcased

FDT will be showcasing its complete service offering to clients in the beverage Industry, highlighting recent work with brewers, distillers and liqueur manufacturers in a very active Irish distilling and brewing industry.

FDT will also be exhibiting and giving seminars on 'Energy Efficient Design for the Beverage Sector' and 'Best Practice for Brewery & Distillery Co-Products, including the PUReOPE Polyphenol Recovery Project.'



Above: Recent distillery project completed by FDT

FDT can help you decide what to brew or distil, what scale to start with, and how to build up your capacity. We work with you to design, build and operate a sustainable brewery or distillery that can grow with your business. We are 100% independent, highly experienced and specialise in the beverage industry. We bring a practical pragmatic approach to distilling and brewing projects and assignments."

For more information visit:
www.fdt.ie

Behind the scenes with Treatt

Ahead of this year's BevExpo, the Treatt team share what we can expect on their stand.

Treatt is an ingredients manufacturer and solutions provider to the global flavour, fragrance and consumer goods markets. We work in partnership with many of the global soft drink, spirit, beer, cider and wine brands, developing unique flavour profiles and aromas that excite and inspire consumers across the world. Using the finest fruit, vegetable and spice essences and extracts, our ingredient solutions are used for an impressive range of applications.



We'll be looking forward to sharing our latest exploits at the show. Our beverage capabilities continue to expand as we develop more innovative natural raw materials for the beer and cider markets, as well as our work creating new flavour solutions to reduce sugar in soft drinks. This is an especially hot topic in light of the Sugar Tax announced in the 2016 Budget. Our beverage experts will be on hand to talk about the benefits of our product range, illustrating this with live tasting demonstrations and discussions around the latest trends.

We'll show how our solutions consistently deliver on colour and taste, as well as providing flexible application methods and a reliable cost effectiveness. Our knowledgeable and passionate staff will discuss their latest trends, including adventurous developments for brewers, as well as the big love we have for all things Ginger. In addition to showcasing a series of unique products to sample, we'll also be on hand to share our knowledge and illustrate how our tried and tested processes can deliver outstanding results. Passionate home-brewers, flavourists and industry specialists will show how our approach to solving customers' problems results in ambitious products that help them stand out in a competitive market.

For more information visit:
www.treatt.com

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Control heads for ATEX areas

The new Kieselmann SPS-ATEX control heads are now available. These control heads have an EC-type examination certificate and are approved for ATEX gas and dust areas (zones 1,2 and 21, 22).

Their energy-reduced design allows the application in both areas. Due to the non-contact magnetic sensory technology, applications on different valve types are possible.

The setting of the valve type (lift and turning valves of different configurations) is made by a selector switch as well as by a programming key button on the completely sealed board; this is factory set at the time of ordering to save time during commissioning. The stainless steel protective hood can be removed from the bayonet socket of the plastic bottom part, by turning it a little.

This bottom part contains the control board and the pilot valves. Protection class IP 67 is achieved due to the sealing of the single parts. For valves with an extended functionality (cycle lift recognition etc.), the control disposes of a learning mode which learns and stores the different positions of the valve independently. Control can be achieved using internal or external pilot valves (placed in a control cabinet) with the internal pilot valves possessing a manual override.

Pictured above is Kieselmann's new control head SPS-ATEX

For more information visit:
www.kieselmann.com



Brewery laps up energy savings

Visit the Grundfos Pumps stand where you will be able to find out more about the company's extensive and flexible range of pumps and pumps solutions. In addition, discover how its Pump Audit and Pump Check tools can help you to realise both CO₂ and energy savings.

When a well-known name in the brewery industry in the UK approached Grundfos Pumps to undertake an Energy Check on a part of its operation, they were sure they could help to deliver real savings.

Grundfos provides a range of diagnostic tools such as an Energy Check and Pump Audit that will establish the current pump system performance. Not only that, but these tools also provide various post-analysis reports that include details regarding the potential savings and payback periods as well as the various pump options you could opt for.

This is what happened in this particular case, when an energy check was undertaken which showed a potential energy saving of 148,645 kWh could be achieved by changing just 2 pumps. Not only that, but the payback period was just 6 months. The pumps were duly replaced with 2 x Grundfos NB 65-200 these reliable single-stage, standard bloc pumps.



For more information visit:
uk.grundfos.com

ITS promotes three main suppliers

International Trading Solutions will use BevExpo to promote 3 main suppliers; Alfa Laval (ITS is its master distributor), Bornemann Pumps and LIAG.

ITS was formed in 2002 by former employees of Alfa Laval under Alfa's plans to increase its external distribution channels. In recent years ITS has grown from just distributor status to master distributor for Alfa Laval and supply products to all industries including brewing and the drinks industry. Alfa has a huge range of products; Valves, Pumps, Heat Exchangers, Tank Equipment, ScandiBrew (specific brewery products) etc.- all of which ITS will be promoting at the event.

Bornemann is one of Europe's largest suppliers of twin screw pumps. There are many various models in the twin screw range which we will discuss with customers - each model varies on the conditions of the process. Bornemann pumps unique twin screw design means that they can gently handle any product regardless of particle sizes or viscosity. On the stand will be a manual demo unit which we will be taking with us to demonstrate the features of the pump.



ITS became a Liag distributor in 2014. Liag is a European manufacturer of pigging systems and piggable valves. This will be ITS's first event with Liag so the company is interested to see what the reaction to the products will be. The Liag pigging systems and piggable valves have been designed for perfect precision cleaning using silicone pigs over the tradition method of CIP or SIP cleaning. There is a demo unit which requires an air compressor and power and does a small loop to demonstrate how the pigging system works and its cleaning capabilities.

For more information visit:
www.industrialtradingsolutions.com



Branded Bottles & Growlers



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Celli & ADS2 Brands Fonts & Taps



Branded & Toughened Glassware



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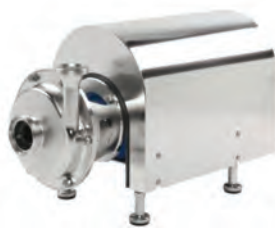
www.ads2brands.com

BevExpo 2016

Packo pumps showcased

Packo will show the FP2 and CRP pumps at BevExpo 2016.

The Packo process pumps of the FP2 and FP3 series are used in the most demanding hygienic applications in almost all industries such as breweries, beverage industry, distilleries, etc. These perfectly cleanable process pumps are the ideal reliable component for filtration applications, pasteurisation, yeast propagation and for CIP cleaning systems as well. Typical applications include filtration of beer, wine and fruit juices as well as pumping yeast, whey, curd, CIP, etc.



The pumps of the CRP2 series are perfectly cleanable EHEDG approved air handling pumps and are mainly used to pump a mixture of liquid and air. They are therefore particularly suitable as a CIP return pump.

For more information visit:
www.packopumps.com

Full range from Murphy & Son

Murphy and Son Ltd supplies a full range of products for the brewer, including a range of sugars and syrups ideal for using as brewlength extenders – some increase sweetness in the beer some contribute to colour, others are used for providing fermentable sugars in cask.

Murphy's are also suppliers of dried yeast from Lallemand, Mauri and Fermentis for beer, cider and wine production. We also supply wet yeast cultures from the National Collection of Yeast cultures which holds over 4000 strains collected over 65 years.

The company also supplies food grade acid for yeast washing purposes. Acid washing actively kills bacteria without harming yeast providing it is done correctly.

Murphy and Son Ltd is the main UK distributors of a large range of stabiliser and filter aids. These products are mainly used for bottled and small pack beers and help contribute to the prevention of haze formation by removing haze forming polyphenols and proteins.

Murphy's also supply and manufacture detergents and disinfectants which include straight caustics, chlorinated caustics and some are sequestered suitable for hard water areas. The company has a modern laboratory complex equipped to a high standard.

A separate microbiology laboratory completes the facility with which we are able to offer an extensive range of laboratory services to brewers.

For more information visit:
www.murphyandson.co.uk

BevEx at BevExpo

BevEx, part of the K-Flex Insulation Group, manufactures beverage dispense equipment and has become the first python manufacturer to produce both the elastomeric foam insulation and polymer tubing for its product range.

BevEx are SK, NSF and ISO 9001 accredited and provide a significant range of solutions to the dispense industry along with K-Flex's technical expertise in thermal insulation.



Recently developed products include a fire-rated Coated Python, an Eco Python developed for public arenas and shipping applications, an Energy Plus Python for thermal efficiency, and an extensive range of beverage polymer tubes. All these products are made at the production facility in Coalville, Leicestershire.

The new range of 'K-FIRE' passive fire protection products will also be showcased during a seminar at BevExpo 2016 by our technical expert to discuss the importance of the protection of premises and venues throughout the beverage industry. Visit BevEx at BevExpo-stand 69-70.

For more information visit:
www.bevex.co.uk

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Equipping the Nation's Drink Producers

Beer line cleaning

Clear Brew provides a regular and dedicated professional beer line cleaning service on a 3-weekly cycle.

We use a specialised water-fed mixing unit, coupled with industry-tested inhibitors plus market leading chemicals and our thorough techniques, all carried out by our experienced technicians.

This simply means that you will not only use less water and less gas, you will no longer have to purchase chemical line cleaner, AND you save 52 weeks of internal labour charges.

On top of this your 'ullage', which at the moment probably goes down the drain each week, will only now be thrown down the drain once every 3 weeks (a total of 17 times a year).

Clear Brew's Beer Line Cleaning Service uses tried and tested methods coupled with the very best equipment and market leading chemicals, and so is of benefit to pub landlords, potentially saving many thousands of pounds, reducing waste and improving product life and quality over a 21-day money saving cycle.



Clear Brew's natural energy inhibitors which have been approved by Brewing Research International, are attached to the keg and cask lines within the cellar

The technology is based upon proven magnetic field patterns and this same technology is used throughout industry in many applications.

For more information visit:
www.clearbrew.co.uk

Keeping your business flowing

For over 35 years, EWL has been supplying the drinks industry with a wide range of dispense and cellar equipment, with the focus always being on quality and level of service.

Having this much experience, along with a wide and diverse range of customers operating across all drinks sectors, has enabled EWL to establish a full range of equipment and services, providing you with everything require to dispense your brands to the highest of standards.

Alongside selling a complete range of new equipment and spares, EWL also offers a repair and refurbishment service for used equipment. Items such as handpulls, beer engines, fonts, coolers and keg couplers are just some of the many products they can refurbish for you. EWL prides itself on providing a high quality and cost effective service, meaning that you receive your products as good as new at a very competitive rate.

As part of its "continuous improvement", EWL is also now able to offer a design and development service, producing bespoke fonts and handpulls. Tailored to your exact requirements, these can create a new and unique focal point on your bar. From concept to completed product, EWL handles every step of the process to make sure you get exactly what you require, turning ideas into reality.

Above all, EWL is about continually evolving and adding value to their customers business to ensure they enjoy the best possible service.

EWL will be exhibiting its range of services and products including the brand new MK3 Check Valve, at BevExpo on stands 86 – 87.

For further information please email sales@worthside.co.uk

For more information visit:
www.ewlonline.co.uk



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Valpar Micro Matic is an innovative manufacturer and recognised as the market leader for flexible plastic tubes, insulated bundles (pythons) and manifolds.

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Come along and find out about our innovative solutions on Stand 83!



For more information visit:
www.valpar.co.uk

EWL's Mk3 Check Valve



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www.ewlonline.co.uk



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Russell Scanlan launches new Masterbrew service

The team that first brought specialist brewery insurance to the UK market almost a decade ago is launching a new Masterbrew service aimed at operators of all sizes across the sector.

Russell Scanlan, specialist brewery insurer, is upgrading its unique industry-specific insurance product, which is aimed at providing cost effective solutions in an increasingly complex and mature market. Masterbrew incorporates some innovative and sector-related additions not available with 'off the shelf' products such as liability cover for specialist events such as beer festivals, and highlights Russell Scanlan's continued investment in the sector.

It was in 2007 when the independent insurance broker launched Masterbrew. Mike Dickinson (pictured), sales and marketing director at Russell Scanlan, said: "The sector has undergone rapid change since we first successfully launched the innovative Masterbrew offering. The speed and impact of this

change has brought complexity which many find hard to keep up with; added to that many find insurance can be an administrative and commercial minefield.

"Russell Scanlan's extensive knowledge of the sector means every element of cover required, however specialist, has been researched and reviewed, with the best and most cost-effective solutions added to benefit operators within the brewing industry. Our investment in the new Masterbrew service is a statement of our intent to collaborate with the industry in the long term, with a strong focus on offering bespoke insurance solutions."

Thanks to its success a growing number of insurers are joining the Russell Scanlan Masterbrew panel, and as a result lower premiums are being secured and a wide range of valuable policy extensions are being added alongside specific benefits such as liability cover. The Masterbrew cover includes new additions such as extra cover for legal expenses with access to a legal helpline,



loss of licence, commercial vehicle cover and enhanced protection of business income.

Aimed at brewers of all sizes as well as bar and pub operators, Masterbrew insurance services start from as little as £250 plus Insurance Premium Tax (IPT), with an option to pay by installments throughout the year.

For more information visit:
russellscanlan.com

Technical course hailed a success

A recent brewing course, held in March 2016 at the Royal Agricultural University, Cirencester (RAU), has been declared 'a great success' by participants, the organisers and the University.

No less than 15 students from craft breweries as far afield as Derbyshire and Staffordshire, Greater London and Cornwall took part in the refresher course for the Institute of Brewing & Distilling Diploma 1 examinations later this year.

Tim O'Rourke, Managing Director of course organiser The Brilliant Beer Company, says: "It definitely proves there is a demand for training craft brewers in the UK. Given the number of craft breweries out there and setting up, there's a need for quality to be at the

forefront. This is a real British success story we need to back even more."

Participants visited historic brewery Wadworth & Co Ltd of Devizes and French & Jupp's maltsters in Ware, Hertfordshire to see beer-related production processes at first hand.

Chloe Brooks, a 'brewster' from Stroud Brewery Ltd in Gloucestershire, says: "We thoroughly enjoyed the IBD catch up course last week, it was invaluable to hear Tim O'Rourke's expert opinions and gain the benefits of his additional comments on the course material. It made the first module of the diploma seem just a little less daunting."

RAU are also very pleased with the



success of the course. Simon King, RAU Business Development Director, says: "We are delighted to have hosted this course. We hope to build on this connection with the brewing sector."

For more information visit:
www.brilliantbeer.com

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Morrow Brothers helps to increase bottle margins for brewers

Morrow Brothers Packaging has now firmly established itself as one of the leading contract fillers for microbreweries within the UK. The primary focus of the new business has been to achieve high quality and consistency with low losses when filling.

Since opening, the production team at Morrow Brothers has managed to reduce losses for customers to well below 5% on average and on recent regular runs losses have been zero.

Such low losses have been achieved on run sizes between 10 BBL and 100 BBL.

There are three main factors that contribute to the successful rates of return; a full laboratory on site for analysing the beer, a de-aerated liquor plant and a knowledgeable team. Full analysis of the product on arrival and throughout the process allows the team to understand the condition of the beer. From this analysis, a quick calculation can be made in order to determine how much conditioning time in tank is required and then how much de-aerated liquor can be used to push the beer through filtration.

The result is that customers can save money, as losses of up to 8% can cost brewers approximately £271 per 10 BBL

run or £1085 per 40BBL run. Liam Morrow (Director) explained, "At Morrow Brothers we can help a 10BBL brewer who on average completes 10 bottling runs per year, save approximately £3000 by keeping our losses to an absolute minimum. Per bottle that equates to a 9 pence saving. Having a high quality production plant is one thing, but making it efficient is what makes bottling worthwhile for brewers of all sizes."



For more information visit:
www.morrow-brothers.co.uk

New beer trade show at the NEC

A new trade exhibition for the beer industry – Brewing Equipment & Technology – is being staged at the NEC in Birmingham on 18th & 19th May 2016.

The show is being curated by the high-profile publisher of the Brewery Manual, Larry Nelson, and will play host to some of the biggest names in the industry including; beer enthusiast and award-winning author Pete Brown, Dave Bailey of Hardknott Brewery, Karl Ottomar of Charles Wells, Stuart Howe of Butcombe Brewery and Christa Sandquist of Ilkley Brewery.

The show promises to be a world-class event for brewers, microbrewers, craft brewers and those with big brewing aspirations to seek inspiration and practical advice, and learn about the latest trends, challenges and opportunities in brewing. There will be a full programme of seminars geared to making visitors' businesses bigger and better, covering topics such as financing/starting your brewery, global trends in craft beer brewing, new routes to

market, brand building success and beer style innovations.

www.brewingevent.com takes place at NEC Birmingham from 18th – 19th May 2016.



For more information visit:
www.brewingevent.com



**REGISTER NOW
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BREWING EQUIPMENT AND TECHNOLOGY will be held at the NEC, Birmingham on the 18-19 May 2016. This

exhibition will feature exhibitors from all over the

world and focuses on new equipment, technology, measuring and monitoring tools, training, packaging, branding, ingredients and consultancy. It

provides a platform for brewers, micro-brewers, craft brewers and those with big brewing aspirations to develop their product line as well as their knowledge.

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- **Dave Bailey**, owner/head brewer, Hardknott Brewery
- **Karl Ottomar**, operations director & head brewer, Charles Wells
- **Stuart Howe**, director of brewing, Butcombe Brewery
- **Adam Gillet**, business development manager, Crowdcube
- **Pete Brown**, beer writer/marketing expert

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 Brewing Equipment and Technology

More container options than ever!

Cask design has not changed a great deal from the introduction of aluminium cask in 1949. Although aluminium production ceased in 2002 and has now been completely replaced by stainless steel or plastic, the cask specification remains today much as it did then.

Each individual manufacturer is producing its products to designs that are governed by the restraints set by their manufacturing plant and equipment, together with technical specifications governed by the major breweries and industry associations.

Although some breweries are still using the aluminium cask and keg to hold and deliver their quality beers, it would be mindful to remember the interior lacquer had a 12-year usable lifespan and all aluminium products should now be inspected internally prior to use, or discarded.

With the expansion of small breweries not only in the United Kingdom but in all parts of Europe, the demand for stainless steel casks is forever growing, and small brewers are now experimenting with their cask ales being prepared for keg dispense. This has in turn increased demand for stainless steel, plastic and one-trip kegs.

However with this change, a new challenge presents itself, as many traditional cask brewers only have cleaning and filling equipment for cask products and have little or no facility to clean or fill the kegs. There is a high cost in the tooling required to remove and service the down tubes together with a requirement for training and technical support.

During the last few years many highly skilled technical experts have retired or changed employment, leaving the small brewers without the necessary technical support they could really utilise.

One benefit that has arisen due to the increase in demand is that asset finance companies are now prepared to lease casks and kegs at reasonable rates, therefore removing the need for breweries to invest large capital sums, and spread the cost of off book assets, something which was unthinkable a few years ago.

So for the many established breweries and the new breweries that are opening each month, casks and kegs are now readily available in which ever format they would like to choose, in their particular choice of core material and a choice of purchase, hire purchase or leasing.

Justin Raines
Crusader Kegs & Casks Ltd

For more information visit:
www.crusaderkegsandcasks.com

RFID – the

Do you recognise the conversation?

Sales

"Great news guys, wholesaler 'x' has just placed an order for 90 casks for delivery next week"

Brewing Team

"But we don't have enough casks to fulfil the order"

Sales

"Well, we had loads of casks last week, that's why I took the order"

Brewing Team

"Yes, but we have been double brewing to meet current demand"

Sales

"We can't let the customer down, so what are you going to do to find the casks?"

It is a conversation almost as old as brewing itself – sales are focused on increasing sales revenue while the brewing team is focused on brewing great beer and controlling cask costs – how often do the two sides of the same business not appear to be on the same page?

Have you ever really asked yourself why casks/kegs are in short supply within your brewery? You have enough in your population; however, time and time again you appear to be low on containers, meaning that you have to send your drays out into the field to purely uplift containers? A costly gamble at the best of times.

The BBPA states that as an industry we lose over £50,000,000 worth of casks & kegs every year, which at current market value is an estimated 961,500 casks and kegs that are being lost annually.

This is nothing new, and as such most breweries that I've visited have some form of tracking and traceability within their supply chain, ranging from the trusted pen and paper, to excel and barcode scanning. It is, though, really only the biggest breweries that have invested in RFID (radio-frequency identification) scanning technology. The question is, why?

Continued opposite



future for population tracking?

At ECasks, we have over 170,000 containers in our fleet (casks and kegs), and return logistics and efficiency of supply chain management is essential in ensuring that we have enough stock in place to fulfil not only planned orders, but also be able to supply ad hoc orders. This is because brewers more and more often find themselves unable to keep up with increased demand.

We use RFID scanning technology on all of our casks and kegs; it is the simplest way of generating genuine management data, and works perfectly in the real world of brewing. RFID tags can't get lost, forgotten, wet or ripped off casks. You can also easily scan them back in and out; run reports showing where your outstanding containers are; understand which customers have a better return cycle time than others, and use RFID to conduct bespoke sales analysis.

This technology also allows for another level of pricing. If you know that certain pubs are better at returning containers than other pubs, you could even start pricing based on return cycle times. This would add a truly unique USP to your sales arsenal. If your average return cycle time is six weeks for local, for every week you improve your average cycle time, your asset utilisation improves by 1.8 cycles per year. This means that in a fleet of 2,000 containers, it would allow you another 3,600 deliveries annually with the same containers, generating an extra revenue of c.£216,000 with the same capital cost base.

While there are already some very good returns scanning systems on the market, ECasks favours RFID scanning because of its ability to flex and adapt as technology in the market changes. Although the majority of our fleet use low frequency (discrete) scanning, our keg fleet c.40,000 units uses high frequency RFID tags that allow for bulk scanning and gate scanning. We are now also able to scan full trailers of casks or wholesale yards of kegs within seconds. If the technology then moves forward and RFID scanning points are rolled out across the country, we will be able to see our casks & kegs moving through RFID gateways.

As a logistics business, this improving technology will not only be vital in traceability and managing recovery costs, but it will also help the industry start to track and trace containers being sold abroad. Speaking to Kegwatch recently, they tell me that the biggest issue in the industry at the moment is kegs and casks being transported to Eastern Europe. As if to highlight the problem, on 21 March this year a Polish national appeared in Crown Court following his arrest in January for keg theft.



Tracing your assets, no matter what type, is vital for the improved profitability of your business, but, if the assets just aren't there to recover, the opposite of the cycle time calculation becomes a reality. In this situation it becomes even more costly for your business. Imagine you lose the UK average of your population every year because you can't control the reverse logistics. At the current national average (5%) of your 2,000 population, that's 100 casks per year, meaning your annual sales would be reduced by 860 (c.£51,600) to 16,340 firkins. On top of the reputational risk to your business and theoretical loss of revenue, you would potentially have to reinvest in the containers to ensure that your sales didn't drop, so your capital costs would be increased by a further £5,200.

ECasks has been working in conjunction with many of our customers over the last few years, looking at their supply chain movements, their return cycle times, losses and costs, to understand the cost benefit or using rental casks above that of using their own. We have found that the majority of breweries are very focused on the despatch costs of their product; however, the return logistics costs are

generally hidden. Along with the additional benefits of increased cycle time through your own population, the additional value that we have managed to unlock for several brewers has been truly surprising.

On the back of these investigations we are working with more and more regional to micro sized breweries retagging their population. When you consider the price of tagging a cask is c.£3.50 against the cost of a container at over £50, anything that can be done to reduce the capital

cost of purchasing new containers has to be an advantage. Close Brothers Brewery Rentals is also now helping breweries spread the cost of this by offering tailored solutions to meet the needs of the brewery.

Ultimately, as a brewer where do you see the value in your business? Is it controlling your casks/kegs through the minefield of return logistics? Or is it creating

great tasting beer that builds your reputation and drives sales and revenue growth for you?

So... the next time you are asked by your sales team for an order of 90 casks you don't have, instead of asking yourself, 'how do I get hold of them' ask instead: 'do I have the right solution to my supply chain needs to most effectively manage my population and ensure that my total cost base is as low as it could be?'
Sources – BBPA, Kegwatch, Incourts.co.uk

**For more information visit:
www.closebrothers.com**

**James Lewis is the General Manager of ECasks, part of Close Brothers Brewery Rentals. He has worked in asset tracking and rental for over 10 years.
james.lewis@closebrothers.com**



Kegflow for brewers

Kegflow is a proven RFID (Radio Frequency Identification) tag driven keg & cask tracking and management solution.

It was created by the Athelia, Portinox and Kegspertise; Kegspertise was acquired by Athelia (an Air Liquide Company) in March this year.

Kegflow is a comprehensive, scalable and powerful solution that has been developed specifically with brewers needs in mind. It enables brewers to realise true return on investment from the tracking and managing of their valuable supply chain assets. It is a solution that delves deep into brewers processes. For example the solution calculates ongoing cycle times so that you can forecast keg and cask purchase accurately. Clever tracking technology pinpoints asset losses and loss rate trends.

Kegflow is fully automated using RFID tags and scanners, so no manual intervention is required at the scanning / tag level. Specially developed bulk scanning technology allows the system to read entire trailers full of kegs with over 99% accuracy. This happens transparently and automatically every time a trailer goes through a warehouse gate. The system is updated with quality data continuously, without the need to

tap into labour extensive processes.

Kegflow offers actionable game changing information that accurately informs decision making. Its cloud-based software solution has a dashboard that can be easily configured to suit personal needs, whether you are in Finance, Production, Sales or Planning.

The solution can be integrated with all ERP systems. It comes with a comprehensive suite of software modules with the option to extend the system into areas such as maintenance, customer service and product recall. Its highly intelligent, intuitive and easy to use format is so popular that some clients are requesting bespoke modules of their own, outside of the realms of keg tracking.

Clients such as Molson Coors and Carlsberg UK are already advocates of the system and are taking advantage of its benefits. Neil Harrison, Head of Primary Logistics at Carlsberg UK said: "Our containers are a costly and valuable resource and we needed an accurate solution that would improve our ability to manage them. Kegflow is a robust, reliable, and importantly scalable RFID



solution. The system provides plentiful and accurate data which we will continue to build on in the future. The team were also excellent at ensuring the solution would complement our existing barcode system which we are now migrating to RFID."

Athelia Managing Director, Conversion Magro said: "Our mobile asset tracking systems track 15+ million industrial assets on a daily basis bringing our clients not only efficiency but also unprecedented visibility on their operations. Brewers can be confident that we will be able to achieve results for them, regardless of their fleet size." To book a demonstration email info@kegflow.net

For more information visit:
www.kegflow.net

New online store for microbreweries

High performance and sustainable PET packaging specialist, Petainer UK Holdings Ltd, has launched its new online store, www.petainershop.com, for the rapidly growing European craft-beer and microbrewery market.

www.petainershop.com is aimed at those of the 4000+ small breweries across Europe that would like to purchase smaller quantities of Petainer's petainerKeg™, enabling them to choose, purchase and take delivery of their product in three to four days - with the click of a mouse.

PetainerKeg™ is an increasingly popular

alternative to traditional steel kegs, offering significant total cost of ownership and logistic benefits. Initially, Petainer is making its 20 Litre and 30 Litre petainerKeg™ available for purchase in this way (available in pallets of 80 kegs and 48 kegs respectively).

Craig Pope, Sales Director at Petainer, said: "The number of smaller breweries in Europe doubled between 2008 and 2013, and, in line with this growth we have had more and more enquiries for petainerKeg™. We want to ensure that we can fulfil this demand efficiently and are pleased to launch www.petainershop.com to support this exciting, growing market."

www.petainershop.com is powered by Shopify and supported with a fulfilment centre managed by Ben Becker. Customers do not need to have an account or pay a joining fee. Payment in Euros is made through Worldpay.



For more information visit:
www.petainershop.com



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*Subject to status. Terms & Conditions apply.

Cask & Keg

'Rent to Own' proving a winner

The proven 'Rent to Own' Cask and Keg scheme, being offered by Kammac in partnership with US based Keg Logistics is flying out of the door.

Brewers are recognising that for as little as 5 pence a day they can have embossed casks and kegs with their own name and colour banding, all delivered within a week.

This kind of flexibility is welcomed by the industry and allows brewers to manage their cash flow and to be able to use stainless steel containers from day 1. The scheme also gives the brewer the opportunity to buy the casks at a depreciated cost after the first twelve months, giving brewers complete control over their fleet of casks.

The casks and kegs can be rented from 1 to 6 years. A portion of each rental payment is being applied to the purchase of the cask/keg. Customers pay just a £5.00 deposit per cask/keg, which is considered as equity and credited towards purchase. Available in 30- and

50-litre kegs or 4.5 and 9 gallon casks, clients can purchase all or part of their assets at any time after the first year, with rates decreasing depending on the length of rental. Brewers have the option to buy out any or all of their rented fleet at any time after the first 12 months of rental.

Kammac's production equipment facilitates attractive branding, ease of traceability via serial numbers and ultimate flexibility.

Ged Carabini, business development manager for Keg & Cask, comments: "We have been delighted with how popular this scheme has proved with our customers, the rate of take-up has exceeded our expectations. We pride ourselves on offering our clients extremely competitive packages, with first class customer service. This means our customers know that they are valued and won't get a better arrangement elsewhere."

John Wilkinson, Owner of 4Ts Brewery, Warrington agrees: "The great thing

about Keg Logistic's 'Rent to Own' scheme is that it offers us ultimate flexibility – it really helps when we can manage our investment to suit our sales."

Anthony Valenti, Owner of the Ayr Brewing Company, Ayrshire adds: "What I really like about the Kammac and Keg Logistics scheme is that whether we want to purchase or rent 10 or 1,000 personalised grade 'A' stainless steel containers, the service and the speed of delivery is always excellent and we can manage the investment to suit ourselves"



For more information visit:
www.kegandcask.net

30 years of guaranteed keg safety

For more than 50 years stainless steel kegs have insured the safe transport of beer to the customer.



To guarantee that the product has the same quality when it reaches the customer as it did when it left the brewery, several criteria are required:

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- Keg stability for a safe transport to the customer and maximum safety in the market

Both the compliance to hygienic and structural standards (DIN 6647-1) can be

achieved by using stainless steel kegs from Blefa Beverage Systems. This will be assured by using first-class material, high quality standards in production, and an optimal product design for maximum safety in use. With regularly performed quality tests during production and complete documentation, breweries can rely on a keg that has a life expectancy of at least 30 years.

Since January 1st, 2013, Blefa Beverage Systems has secured this quality commitment for the customer in form of the 30-year warranty.

What is included in the guarantee?

- Quality of welds with regards to stability and permeability.
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- Corrosion resistant surfaces.

Preconditions for the guarantee are:

- Laser etched 2D barcode an RFID transponder.
- Blefa keg manufactured on or after 01.01.2013.
- Submission of the invoice with promise of guarantee.
- The kegs must undergo maintenance at intervals of no more than seven years by a GNKS partner company (www.gnks.eu) or by a service company approved in writing by Blefa.

With the 30 year warranty breweries get additional investment protection and a written promise that they have purchased a reliable keg of the highest standards that is 'Made in Germany'. As a market leader Blefa Beverage Systems not only meets the market requirements by offering high quality products, but has also proven to be a reliable partner after the sale.

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Kegs – an asset or liability?

Schäfer Container Systems believes your kegs should be an asset which – having made the right choice – should give you great service for the next 25 years.

What should you be looking for when considering building up a keg population? Fit for purpose is the obvious one – holding pressure, is it durable and made of the best quality steel?

However, you should also think about the security of the asset. With only 40% of the stainless steel content, the polypropylene-clad Schäfer PLUS keg should prove far less attractive to metal thieves, and this is bolstered with the colour branding of your logo and text, as well as colour bands around the centre of the keg and embossing on the dome, leaving no doubt to its legitimate ownership.

The unique branding will never require attention again so no repainting of the colour bands as with an all-steel keg, and no steel plates welded over the old

owner's name – it's a bespoke product to fill with your bespoke products, says Mike Hickman of Schäfer. "The benefits of handling are obvious with the PLUS keg in an impressive reduction in noise within the brewery, combined with a stackable bottom chime so cutting down on boards and pallets," says Hickman.

"The PLUS keg has solid PU rolling bands so no flattening out when rolled as with steel kegs and is ideal for keg washing having straight walls, reduces the number of weld area on the keg by 70%. A large diameter plate stiffens up the neck area – a common cause of keg scrapping," he continues.

The PLUS keg is manufactured in 10, 20, 30 and 50 litre sizes including slim line versions.

With keg recovery an expensive operation for kegs just stored in someone else's yard identified by the endless combination of colour bands and small name plates on the top dome, some of the largest craft brewers have decided on

the PLUS keg joining a large number of continental brewers who have used them for a generation.

Contact Mike Hickman on 07538 069886

For more information visit:
www.schaefer-container-systems.com

Go plastic!

Plastic casks are popular with both established brewers and new brewers entering the market for the first time and can be supplied in either 9g firkin or a 4½g pin.

They are easy to use, lighter (which many find beneficial at the end of a long day on the dray delivering casks), they are quieter, cheaper and are not attractive from a scrap point of view so do not get stolen.

"We have many returning customers who only use plastic casks, some of them having been using the plastic casks for many years

and even have some casks still in use after 11 years," says Peter Rowberry of Brewery Plastics Ltd.

"As a company we are interested in developing new products and improving our current products. There were a few improvements made to the casks in the early days once they had been tried out in the real world, since those improvements were implemented the use of the casks have gone from strength to strength.

"We do have one or two ideas which are in the melting pot and we hope to have news on these very soon."

For more information visit:
www.breweryplastics.biz



Firkin's little brother

There was a time when you would only see a 4.5g cask or 'Pin' in a brewery's sample room, and used for exactly that – sampling the beer before it was released into the trade in its bigger brothers, the firkin and kilderkin.

But times are changing, and with the expansion of craft beer and the pubs insatiable appetite for a wider choice of beer, the humble pin has found its place in the market. Supplying beer in pins makes sense in today's market. It's a great way of introducing a new ale or a strong beer to the publican. Yes, it's just as much work as a firkin but sometimes you have to take a little pain to satisfy the customer and get a foot in the door.

Sales Director at Crusader Justin Raines (pictured with a pin) says, "We have a steady pattern of growth in our sales year on year but particularly with the pin. It gives the brewer the flexibility in being

able to supply more customers and helps cut down on waste.

"We have many customers that are regularly topping up their fleet and a few larger breweries that buy in big quantities."

I think you can say that the firkin's little brother is doing just fine.



For more information visit:
www.crusaderkegsandcasks.com

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Bottles & Cans

Introducing the 'Cag'

Micro-canning revolutionary, Cask Brewing Systems, has announced another ground-breaking package and canning machine for craft brewers.

Cask's new package – The Cag – combines the portability, recyclability and freshness-keeping power of the aluminium can with the beer industry's draft beer mainstay, the stainless steel keg.

"We think The Cag will revolutionise craft beer packaging and the buying and dispensing of beer for parties around the world," says Cask founder Peter Love.

Each Cag is made of light-gauge aluminium, holds 15.5 US gallons of beer and stands 36 inches tall. "We call it the 'really, really tallboy,'" says Cask spokesman Marty Jones. For draft beer

lovers, Cask offers a special tap that mounts at the bottom of The Cag.

"With a Cag," Love says, "consumers no longer need to put down deposits for kegs and taps or have heavy and costly dispensing equipment. And when your Cag is empty you just crush it down and toss it in your pocket or recycling bin."

To fill and seam Cags, Cask created another pioneering new machine. The ACS XXL fills five Cags at a time and requires just 22 square feet of brewery space.

The world's largest micro-canning machine, the ACS XXL will be available this spring in time for a new "Cag Party" promotional campaign from Cask.

For more information visit:
www.cask.com



New glass standards

O-I has launched new standard glass bottles for the brewing industry.

The first new shape is a 330ml champagne style beer bottle which takes a standard 26mm crown. This stablemate to O-I's 500ml and 750ml champagne style bottles offers the perfect pack for premium craft light beers. The bottle is available in amber glass and weighs 200g.



Its second new offering is a high shouldered 330ml bottle with long, straight sides to extend the range.

This 214mm high bottle weighs 215g. The company has also developed lighter weight versions of some of existing popular standards. Its new long-necked 330ml beer standard reduces glass weight from 218g to 200g without any change to the key external dimensions of the container (height, diameter, label panel).

A lighter version of O-I's 500ml standard reduces its weight from 300g to 280g, matching industry leaders, such as Adnams.

For more information visit:
www.glass-catalog.com

Embossed is the choice

Beatson Clark's first standard embossed beer bottle has been chosen by Ridgeway Brewery of Oxfordshire to bottle its extensive range of craft beers.

The new smaller 330ml amber bottle has the words 'Craft Beer' embossed around the shoulder and is ideal for the new generation of ales which often have a higher alcohol content by volume.

Peter Scholey, co-owner of Ridgeway Brewery, said: "While the UK ales market has long been mostly in 500ml bottles the 330ml market is growing. For some time there has been a variety of 500ml bottles available but the choice in 330ml has been very limited, so Beatson Clark's initiative to offer subtle changes to a standard range provides the opportunity to do something about that."

He added: "We are a bottled beer only business selling absolutely nothing to pubs so we have to be good at bottled beer. Because of that the opportunity to use a generic 'Craft Beer' branded bottle is ideal for what we do and matches the profile of our beers and our customers."

Beatson Clark's extensive standard drinks range contains 30 bottle designs in a variety of shapes and sizes, available in both amber and white flint glass. Several of these bottles are lightweighted and many are available from stock, giving breweries plenty of choice when it comes to finding a packaging solution to suit their product.

For more information visit:
www.beatsonclark.co.uk



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Are you ready to export?



BFBi CEO Ruth Evans MBE shares some strategy thoughts with UK brewers.

- Determine your product's export potential
- Assess your company's export readiness
- Develop an export plan
- Develop a marketing plan
- Undertake robust marketing research
- Develop an export strategy
- Prepare your products for export

The questionnaire below highlights characteristics common to successful exporters. Many of these questions will guide you to obtain more information on exporting.

The relative number of "Yes" answers to "No" helps you to assess your export readiness, as well as provide an identification of areas your business needs to strengthen to improve its export activities.

Does your company have a **product or service** that has been successfully sold in the domestic market?

Does your company have or is your company preparing an international marketing plan with **defined goals and strategies**?

Does your company have **sufficient production capacity** that can be committed to the export market?

Does your company have the **financial resources** to actively support the marketing of your products in the targeted overseas markets?

Is your company's management **committed to developing export markets** and willing and able to dedicate staff, time and resources to the process?

Is your company committed to providing the **same level of service** given to your domestic customers?

Does your company have adequate knowledge in **modifying product packaging and ingredients** to meet foreign import regulations and cultural preferences?

Does your company have adequate knowledge in **shipping** its product overseas, such as identifying and selecting international freight forwarders and freight costing?

Does your company have adequate knowledge of **export payment mechanisms**, such as developing and negotiating letters of credit?

For further information contact your local UKTI International Trade Advisor or BFBi.

Assess Your Export Potential

- Assess the suitability of your goods and services for export
- Analyse the benefits exporting could bring
- Identify the possible pitfalls of exporting
- Identify the resources you will need for trading abroad

Research Export Markets

- Identify your target markets
- Explore your market
- Understand the culture of your would-be markets
- Choose a research method which suits your business needs

Choose Your Market Route

- Consider how you will market your product or service overseas
- Choose your foreign sales presence
- Maintain regular contact with the agent and keep them informed of new product developments

Plan Your Entry To Market

- Projected costs and revenues
- Export pricing strategy
- Legal requirements
- Transportation methods
- Foreign investment capabilities

Ensure you Get paid

- Discuss your cash position with your bank before exporting
- Minimise foreign currency risks
- Explore ways of extending credit
- Consider purchasing trade credit insurance to cover yourself against non-payment

Know Your Legal Obligations

- Understand/complete relevant paperwork
- Comply with Value Added Tax (VAT) rules
- Do you need an export licence?
- Do you understand labelling requirements?

Get Your products To Market

- Identify the most suitable mode of transport for your goods
- Freight forwarders can transport goods
- Ensure your products' transport packaging and labelling conforms to international requirements
- Define responsibility for your products with your freight forwarder
- Purchase cargo insurance to cover damage to goods or late or non-delivery



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Aquabio plant for Glenlivet

Aquabio has won a prestigious £1 million contract to supply a cutting edge sustainable wastewater treatment plant for The Glenlivet distillery in Moray, Scotland.

Aquabio was chosen because of its expertise in the use of state-of-the-art proven membrane bioreactor technology to treat the effluent from the distillery. The new plant will enable an increase in capacity to handle the growth of the distillery as well as improvements in discharge.

The company has a number of notable industry successes including the completion of a 0/7 MLD wastewater treatment and water reuse plant for Shepherd Neame Brewery in Kent.

Aquabio uses its own AMBR LE™ low energy ultrafiltration membrane bioreactor treatment technology, which has been successfully operated for effluent treatment and water reuse in numerous applications in the UK and overseas since 2001. The AMBR LE™ process involves the use of back flushable cross-flow type membranes for the separation of biomass from the treated water which guarantees high flux rates with optimised economic and reliable operation. Use of ultrafiltration membranes provides a complete barrier to suspended solids thus ensuring high quality final effluent, guaranteed for watercourse discharge and providing ideal water quality for downstream reverse osmosis treatment to deliver high grade clean water.



The modular design of the AMBR LE™ system allows scope for additional plant to be added at later date to meet future demands, thus optimising both capital and operational expenditure whilst maintaining the potential for future capacity.

For more information visit:
www.aquabio.co.uk

ESOS – 30% did not submit!

The numbers are in from sustainability experts Carbon Architecture's 2015 ESOS (Energy Savings Opportunity Scheme) campaign. Of the household names and high-energy users who approached BFBi members Carbon Architecture, 1,929 GWh of energy was audited, equalling an energy spend of £88 million.

The average saving across all enterprises audited was 19% equalling £14.2 million of realistic savings identified. "The alarming aspect to this," said Carbon Architecture MD Will Todd, "is that a third of firms required to assess their energy use and submit their compliance audit failed to do so."



Dr Steve Priddy PhD, Head of Research at London School of Business & Finance said: "It is completely unacceptable for organisations to fail to comply with ESOS, and their stakeholders will rightly be concerned. One of the contributing factors is the lack of internal skill and knowledge in the requirements for ESOS compliance.

"Carbon Architecture have led the way in assisting many diverse organisation to attain ESOS compliance," added Dr Priddy, "and it is very clear from the results of their efforts that significant financial and efficiency savings are being achieved as a result."

The government won't be idle in pursuing late-adopters – it has a number of formal options and penalties that it will apply to enterprises failing to comply with ESOS, from statutory enforcement notices and suspension or revocation of environmental permits to injunctions, Fixed Penalty Notices and prosecution.

There's also a 'name and shame' policy where the government will issue press releases and other publicity relating to offences and offenders, as well as seeking to recover the costs of investigation and enforcement

proceedings together with the full cost of remedial works in accordance with the 'polluter pays' principle."

Businesses that have successfully completed ESOS included many of the top brewers, plus global drinks giant Red Bull which appointed Carbon Architecture to assess their UK operation and make sure they achieved energy management compliance before the UK government deadline of December 2015.

Clients benefit from Carbon Architecture's one-stop-shop solution for cost saving projects – from initial auditing and scoping through to measuring and monitoring solutions, project implementation and finally ongoing support to deliver the savings over time.

Carbon Architecture's core focus is waste, energy and water efficiency solutions for industry and the public sector and works with Charles Wells, Fullers, Heineken, Adnams (pictured), Shepherd Neame and Brains Brewery amongst others.

For more information visit:
carbonarchitecture.co.uk

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THE SEA OF CHANGE

Commercial customers have often been neglected by water companies and the regulatory system alike. Water charges are complicated and vary from one water authority to another. Often a necessity, businesses and organisations see their water charges as a fixed and given cost.

However, water authorities have consistently been found to be charging their commercial customers incorrectly. Currently operated as a series of regional monopolies, only the largest users (usage of more than 50,000m³ per annum) are given the opportunity to switch suppliers whilst the only option for other businesses, unhappy with their supplier has been to complain or withhold payment. Since business customers can have their supply stopped if they fail to pay, non-payment isn't really a valid option, leaving them somewhat powerless. A nightmare for brewers with different sites who have had to deal with a plethora of suppliers.

Currently customers are able to review their charges to establish whether or not they are being charged correctly and, if errors can be identified, then their rates can be adjusted and refunds going back 6 years can be claimed.

There has for some time been a compelling argument for deregulation in the water industry. In 2008, the Scottish water market was deregulated. The increase in competition meant that consumers enjoyed cheaper prices (Business Stream, a licensed water provider made £30m worth of discounts available) and better billing. As well as water efficiency savings there was also a marked increase in customer satisfaction. All very well, I hear you say, but what about England? The good news is that from next year (April 2017), the whole business market is due to be opened up for the very first time as water in England is due to be deregulated (Wales has opted out).

Moving forward, businesses and organisations will be able to choose their suppliers and will start to reap the many benefits that competition will bring.

Since the Scottish market was deregulated in 2008, supplier discounts have grown up to 25% - businesses in England could be set to enjoy the same benefits. In the face of competition, suppliers, keen to retain customers and attract new ones, will probably offer more competitive pricing and organisations may well find themselves on the receiving end of improvements to bills (multiple sites will receive one bill as opposed to several) and customer service.

So what exactly will happen in 2017? Essentially, the water supply will stay the same, but the company that bills you could, if you wish, change. As in the energy sector, you will have the option to switch water suppliers to any company that is a licensed provider. Simple and painless, it would be a seamless transition without interruption to your supply.

As a brewer you are more likely to be either a single or a multi-site, but one thing is for sure, you will have a high spend and will therefore have the highest potential gain, as companies, keen to keep customers will be adding value, improving services and simplifying the billing process. A real advantage for multiple sites will be a reduction in your time spent on admin. Consolidated invoicing could well mean twelve invoices a year from just one water supplier as opposed to the current system of monthly/quarterly invoices from a range of suppliers.

Your needs

Increased competition will no doubt result in companies offering a range of products and improving customer service as well as delivering innovations in metering and water efficiency. As a brewer, now really is the time to start thinking about what you would like from your water provider. Would one accurate and timely bill for multiple sites, for example, help you to manage your cash flow more effectively?

Don't wait – act now

Although the change is set to take place from next April, current suppliers have to confirm their intention to remain in the market and new suppliers will have



to set out their stall. Businesses will also be given the opportunity to switch to a new supplier – those companies that do nothing you will simply stay with their current supplier.

So now really is the time to act and to start thinking about your supply. A water cost management specialist is a great place to start and will put you in pole position when the de-regulated market arrives next year. Would you benefit from a review of your water charges? Most definitely!



Kim Harris is a cost reduction specialist with Business Savings Experts, an independent consultancy that specialises in reducing business costs in essential expenditure areas, such as Energy, Telecommunications, Insurance and a number of other services.

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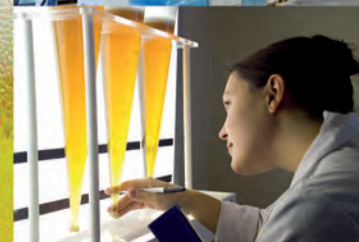
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Britain's brewers mark a 10-year milestone in energy management

Richard McCann raises a glass to their success and investigates and how other sectors are now implementing the methodology.

Energy efficiency has long been important to the brewing and pub trade. The industry became a pioneer when it first started collecting energy data in the wake of the OAPEC energy crisis when the price of oil quadrupled in weeks during 1974.

But undoubtedly the big change kicked off in 1999/2000 when the industry started preparing for the introduction of the 2001 Climate Change Levy which ushered in a new world of energy taxes for the first time. The industry responded positively to government's decision to introduce Climate Change Agreements, by devising early methodology to monitor energy use and efficiency.

2002 was the first time most manufacturing industries were formalised into a government scheme,

and by 2004 collection of energy data had become critical and the brewers collectively appointed David Sheen as Policy Manager, Economy and Environment.

Carrots and sticks

"We were quite narrow in our focus at that time in terms of the manufacturing process," remembers David. "Carbon footprinting was only on the periphery a decade ago. So we were focussed on the production facility. It's the most measurable and it's where the biggest savings could be made. But of course audit is now spread more widely across the supply chain."

At this stage the agreement between government and the industry was voluntary, with a 'carrot' of significant tax discounts on climate change levy as an incentive to get involved. "But over the decade EU emissions trading schemes have started to become more punitive

and schemes such as carbon reduction commitment have come along," says David, "and that is pure 'big stick – no carrot.'"

In terms of climate change agreements, "You're currently looking at discounts of around £4m a year across the brewing sector," explains David. "A decade ago that was maybe £7m because companies were using more energy. The tax rate has gone up but the level of energy use has gone down."

Watershed

The industry encountered a watershed in 2010 with the Industry Energy Efficiency Accelerator programme. This was the end of the first phase of climate change agreements, and the Association immediately applied to take part on behalf of its members. If phase one was about taking the obvious steps towards efficiency then phase two heralded a step change in assessing what technologies the industry could use to make some big bites into a brewery's energy use.

Rather like an action movie trailer bellows: 'They're Back – and This Time it's Serious!' the brewers realised the need for outside expertise and called in Will Todd, a boffin contracted by the Carbon Trust who became managing director of BFBi member consultancy Carbon Architecture.

"This was the first time we'd had a sector-wide energy balance calculation," remembered David. "Every year we fed the data we'd collected back to our members so they could compare their own results against the industry average and their peers. This was the first step to benchmarking and promoting technology throughout the membership and we followed up with in-depth looks at three or four of our biggest member companies."

(continued on page 56)



IF THERE'S A BEER FOR THAT...



THERE'S A MALT FOR THAT...

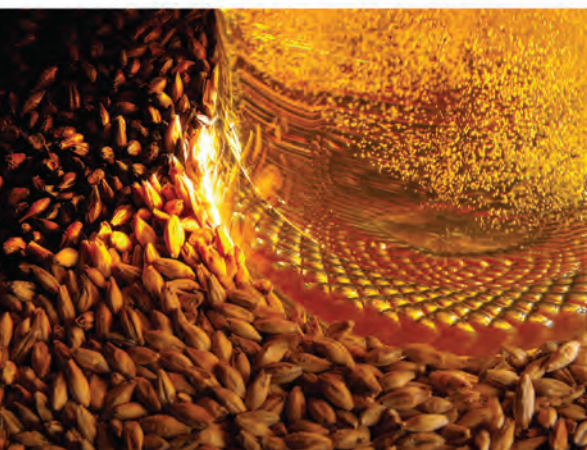


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Resources - Energy management

Britain's brewers mark a 10-year milestone in energy management

(continued from page 54)

Then, in 2011, government came to the industry and announced a new scheme starting in 2013 with a new targets for the brewing sector of a 19.1% energy efficiency saving!

"That was a huge figure," says David, "many breweries are in historic buildings, and in even the most modern brewhouse there's only so much of the process you can change without affecting the beer!"

Carbon Architecture convinced government to consider any evidence that disproved their assessment so Will Todd and his team, on behalf of the industry, took a very precise look at overall energy technology within the sector and how that affected energy efficiency. Will constructed a 110-point questionnaire for every brewery to look at what they were using in their own plant and he then went through a forensic process to examine how the sector was performing and how individual parts of the sector were using technology.

Independent Expert Assessment

For the first time the industry now possessed an independently-assessed technology benchmarking matrix showing technologies that were already in use within the sector and which technologies suggested by government were inappropriate. It also examined what brewers thought they could be installing within the short, medium and long terms.

"All that information enabled the brewers to go back to government via the BBPA and demonstrate how we had commissioned an independent in-depth expert assessment of the sector and we proved that the potential was a whole lot less than 19.1% but that there were gains to be made," explains David.

"This triggered a significant discussion on behalf of the industry, which represented a very significant saving in terms of time and money if each member had been forced to negotiate individually."

It clearly wasn't easy - agreement was reached with government on Christmas eve for a scheme that started 1 January - but Carbon Architecture finally renegotiated the target down from 19.1% to a 13.6% energy efficiency measure, "because government accepted that our counter-proposal was not because we didn't want to comply," explains David, "but we were coming back with hard facts from an in-depth study which showed precisely what was realistic and achievable and what was not."

Since then the industry has taken stock at what has been achieved and all the best practice data it now owns. So when ESOS (Energy Savings Opportunity Scheme) came along last year with more tough legislation the brewers were in a position to roll out metrics across all parts of the businesses - beyond the breweries and into pubs, offices, logistics and car fleets.

This approach wasn't immediately embraced by everyone but a full proposal by Carbon Architecture did validate the approach "and the doubters have now become the strongest advocates, which is great," says David.

And what of the future?

Other industries have watched the brewing industry's achievements in a diverse sector and are now following their model - the British Soft Drinks Association has now signed up to InMetriks.com methodology and the British Meat Processors Association has also called in Carbon Architecture to replicate much of the work achieved for the brewers.

The brewing industry has proved that with intelligent planning, audit and metrics, government can be convinced by expert evidence and energy reduction legislation isn't the threat it might initially appear.

Ben Orchard, Environmental Sustainability Manager at Adnams plc, agrees: "We are always looking to improve on what we currently do at Adnams, so rather than view ESOS as a burden we used it as an opportunity to continue our continuous improvement. In the end it did return opportunities we had not identified before, proving useful for us."

"Working on behalf of the brewing industry the BBPA and Carbon Architecture successfully adapted what was already in place and developed the InMetriks methodology that now audits, ensures compliance and delivers results," concludes David Sheen.

"With our annual benchmarking we are continually creating more information to feed back to members that will flag up more areas of opportunity to reduce energy consumption, reduce costs and make the industry more profitable."



Richard McCann is an author, journalist and broadcaster with more than 20 years' senior level experience of the hospitality industry including Greenalls and De Vere.





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Brewing ingredients

Ancient and modern at Warminster

Warminster Maltings has just completed the latest phase in its restoration project with a new roof over both the Old Store and the Sweater Kiln. This area last had a new roof following the great fire on November 5th 1924.

The Old Store provides storage for grain, pre-steep and also a secure area to store Co-Products prior to delivery to local livestock farmers. The Sweater Kiln now houses a complex of bins that provide additional storage for 150 tonnes of malt.

In order to assist product traceability, Warminster Maltings has installed the latest ink-jet printing technology in their bagging line. Product ID, order number and bagging date is printed on the reverse of each sack. The tradition of a sewn-in coloured ID label will continue to ease product identification.

This new system will assist customers with their HACCP auditing and on request Warminster Maltings are sending out Product Safety Packs to customers



that are acquiring their SIBA FSQ certificate or Salsa.

The company has also announced that Andy Gardener joined the 'Warminster Maltstars' in early March as a Laboratory Technician. With extensive experience in food manufacture and product safety he is responsible for all routine grain and malt analysis and is supporting Dr Rob Kennedy with quality assurance.

He's looking forward to meeting customers when they visit the maltings and learning the new methods of analysis that are currently being introduced into the laboratory routine as new products are being introduced.

For more information visit:
www.warminster-malt.co.uk

Anglia Maltings acquires Global Malt Group

Anglia Maltings (Holdings) Limited (AMH), has announced the acquisition of Tivoli Malz GmbH (Tivoli) and its subsidiaries GlobalMalt Group, based in Hamburg, Germany and GlobalMalt Polska based in Bydgoszcz, Poland.

The acquisition consolidates AMH's strong position in the malting industry, enabling it to expand and better serve its international customers. The Group currently has three separate businesses: Crisp Malting Group, comprising five maltings, three in East Anglia and two in Scotland; Edme, comprising a wholegrain ingredient plant in Essex; and Micronized Food Products, comprising a cereal ingredient plant in

North Yorkshire. Tivoli's annual capacity of 180,000 tonnes of malt will bolster AMH's current production of 250,000 tonnes of premium quality ingredients for the food and drink industries.

GlobalMalt is led by joint managing directors Dietrich Mönch and Carsten Wulf and GlobalMalt Polska is headed by Sławomir Przaczak and Krzysztof Kucharski. Euan Macpherson, MD of Crisp, will head the combined operations with Dr Mönch and Carsten Wulf reporting to him.

Says David Thompson, AMH chief executive (pictured), "The synergies between the two companies are long-established. GlobalMalt and Crisp have cooperated for over a decade to develop trade with brewers across the world."

Euan Macpherson of Crisp said, "By combining forces we can operate even more efficiently, upscaling our services and meeting the demands of existing and new customers. In the UK, our focus remains on supporting the vibrant distilling and craft brewing sectors. Wherever we operate, we aim to provide truly excellent customer service; fantastic product range and quality; and first class technical backing. That is what we will continue to do, but now even better resourced."



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Brewing ingredients

Treatt launches new microsite

Treatt has recently launched an engaging new microsite: Treatt Brew Solutions; taking its innovative brewing services to the next level.

The site allows users to get to know the 'what?', 'why?' and 'how?' behind Treatt's natural ingredient offerings and demonstrates the company's passion for bringing innovative new solutions to brewers, particularly with consumers' increasing demand for new flavour profiles.

The site also features a blog, where Treatt's enthusiastic team shares its thoughts and passions on a range of hot topics tailored to brewers' interests, including technical and trends-led features.

Douglas Rash, group vice president of global sales at Treatt, comments: "This



focused platform offers brewers an exciting opportunity to learn more about our innovative brewing solutions. For example, that we extract various flavour profiles and aromas from fresh raw materials, such as essences and extracts from fruit, vegetables and spices, to craft our natural solutions for the brewing industry."

The brewing microsite comes at a perfect

time for industry professionals developing flavoured beer, who are under increasing pressure in a dynamic craft beer industry to deliver innovative products and reinvent taste profiles to match consumer preferences across various regions.

"Treatt has noticed a significant increase in the use of flavours in new beers hitting the market," comments Gerald Stenklyft, sales executive at Treatt.

"We remain committed to enhancing and expanding our flavour offerings and provide first class application support to customers. Our informative new microsite expands these services one step further."

For more information visit:
www.treattbrewsolutions.com



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The nature of the beast

Brewing is a process with few constants and a seemingly endless string of variables that conspire to form what we lovingly know as beer. From raw materials in the brewhouse to changes in brewing practice and conditions, we fight to keep production standards tight towards creating consistent products from batch to batch. Nowhere is this battle more challenging than in areas of yeast management and fermentation.

The Nature of the Beast that is Yeast

It is said that brewers are wort-makers and yeast wranglers. We don't actually make beer but rather we create a nutrient-rich media that provides a rich banquet for the miraculous eukaryotes we employ to engorge themselves and expel alcohol, CO₂ and a flavour matrix that add up to form the ales and lagers we present to our customers. Trouble is should conditions not be just right, yeast makes its displeasure felt in a variety of ways. Slow/stalled fermentations and production of off-flavours are indicative that something is wrong either in fermentation conditions or with the yeast itself.

Traditionally, commercial breweries have worked to minimise the variety of yeast strains used in their brewery and this does offer some benefit. By working with a single strain in a variety of different recipes and conditions, brewers can get to know the likes and dislikes of that strain under moderately differing conditions. However breweries are now required to participate in a highly competitive market by offering new recipes that challenge their skills in fermentation and yeast management.

Building a portfolio of interesting beer styles requires that breweries now manage multiple strains, but brewers also need to know the specific conditions under which each strain will perform towards creating products that both meet the stylistic touch points and offer an exceptional drinking experience.

The Challenge of Multiple Strain Management

Unlike any other industry, we as brewers reuse our yeast from batch to batch. This is a great advantage from a materials-cost standpoint but it does have its downsides. The first is timing, in that ideally brewers should be able to practice "cone-to-cone" pitching. This means transferring just the right amount of live, active yeast from one fermenter just after it has completed fermentation into another fermenter filled with

freshly-prepared wort. In many breweries, that is a greater challenge than it sounds as wort production planning must be built around a schedule where yeast is at its peak of health in pitchable amounts from a fermenter.

This is less of an issue for breweries using a single strain of yeast in beers that are of similar moderate strengths and characteristics. Yeast completing fermentation of beers at around 5% and lower is generally not too stressed by such a moderate ethanol environment, so it should perform well in another batch.

That said, at some point of repitching many strains will begin to have shifts in their fermentation performance and characteristics. Especially, beers that venture into the higher alcohol ranges can leave yeast taxed by exposure to such high alcohol ranges, and their performance in the next batch of wort may exhibit signs of poor health affecting fermentation speed, attenuation performance and flavor development.

With this in mind, breweries should conduct checks for viability (% of cells alive/dead) and, if possible, vitality (overall fermentative performance) every time yeast is reused to assess whether the yeast slurry is up to the task of fermenting another batch.

Continued opposite



that is yeast

By the time breweries take on multiple strains in the brewery towards widening their portfolio of beer styles, an extra level of complication arises in management of these pure cultures. If the beer recipe in question is truly a “one-off” product such as a seasonal beer, the brewery must either order a “pitchable” amount of a liquid culture or go through the process of propagation of a pure culture within the brewery. If ordering pitchable amounts from a supplier, typical lead times can be lengthy. In-house propagation of a culture from a yeast slant can shorten that time to within 3 to 5 days from start of propagation in the lab. In both situations, brewery operations need to synchronise to the availability of the yeast.

Live liquid yeast cultures require food and nutrition. While keeping a propagated or “cropped” slurry under cold conditions for a day or two will most likely still yield good performance in fermentation, the truth of the matter is that when yeast is deprived of what it needs to live, its metabolic activity changes towards adjusting to such an environment. By the time a liquid culture that has been stored for days is added to wort to begin fermentation, it can be expected that the fermentation performance will be compromised to varying extents depending on the storage conditions and on the nature of the individual strain.

Testing... 1, 2, 3

Regardless of whether the liquid yeast slurry is fresh from the brewery propagator, straight out of a bottle from a yeast supplier or directly transferred from the bottom of a vessel at the end of fermentation, testing for percentage of viable cells and calculating yeast pitch is critical for consistent results in finished beer. Brewers want to get through fermentation and beer finishing in the most timely fashion possible and yeast health is critical to achieve that end. However, yeast health also plays a key role in many aspects of the characteristics of finished beer, especially in flavour and aroma. Fermentation products like diacetyl, sulfur and a range of esters are dependent on consistent yeast performance, so pitching an accurate quantity of cells with a known

level of viability is critical with every batch.

Yeast counts are not that difficult to conduct, but still many breweries lack the lab equipment or trained manpower to perform the tests on a regular basis. Many brewers rely on established practice of pitching a consistent amount of litres of slurry into each batch, which could be compromised to the detriment of product quality. The cost of lost production of beer in raw materials, energy and time is too high to be allowed.

The Dry Yeast Advantage

With the worldwide growth of interest in craft beer and brewing comes both opportunity and challenge. To stay relevant in the eyes of beer consumers, brewers need to embrace creativity and innovation by expanding the diversity of their products or risk losing customers to their competition. The creation of exciting beer styles depends in many respects on using the right yeast and fermentation techniques to meet the criteria of the style of beer being brewed. While managing multiple strains of liquid yeast in a brewery presents challenges, there is an option that simplifies the process of expanding a brewery’s beer style range. That option is the use of dry brewing yeast.

As little as 10 years ago, there were limited strains of dry brewing yeast available. Today, brewers can choose from a wide selection of pure brewing strains in dry form that allows them to create a huge range of beer styles, both traditional and “New World”. During production, dry yeast starts its life as a liquid culture, and the moisture from the yeast is carefully removed in a way that results in a remarkably stable product that offers excellent performance in brewing. Vacuum-packed dry yeast can be stored in refrigerated conditions for as much as 2 years with little change in its fermentation performance. This means that brewers no longer need to schedule wort production to synchronise with availability of a liquid yeast culture, but rather active dry yeast can be kept on hand at the brewery and used whenever it is required.

Each batch of dry yeast has been tested in every aspect of performance and purity, assessing viability, vitality and even

its genetic profile. This ensures that brewers have a consistent standard of performance with each yeast batch. Importantly, brewers don’t need to calculate viability and measure liquid volumes of yeast slurry. Instead, dry yeast is simply measured by weight, making calculation of the pitched amount of active cells both accurate and easy. Dry yeast is rehydrated in a couple of simple steps just before it is to be used for pitching, and the liquid slurry is then added to wort in the fermenter to initiate fermentation.

Fearless Brewing

Managing multiple yeast strains towards creating an amazing range of beer styles doesn’t need to be complicated given the selection and ease-of-use of dry brewing yeast. Brewers can fearlessly experiment with creation of exciting new brands, knowing that they can count on the reliable performance and consistency provided by dry yeast in whatever recipes they choose.



Keith Lemcke is Vice-President at Siebel Institute of Technology, which has been in the brewing yeast business since 1872, providing a full range of yeast banking and maintenance services to some of the greatest names in brewing.

The risks of underinsurance

Whilst insurance policies are often seen as a necessary evil, it is obviously vitally important that they do react if the worst does happen.

However, one area that a frighteningly large number of businesses face when a claim occurs is their settlement being reduced by insurers as a result of the sums insured under the policy not being adequate.

In essence, an insurer will reduce any claim settlement (whether a small or a total loss) by the percentage of underinsurance, i.e. if your sums insured are 20% lower than they should be, the insurers claims settlement will be 20% reduced.

If a claim runs into many thousands of pounds these deductions can be crippling.

Therefore, it is important to check whether your sums insured are adequate in the various areas concerned under your Property/Material Damage insurance:

● **Buildings & Tenants Improvements** – These should reflect the rebuilding of the property, inclusive of debris removal costs and professional fees, rather than the market value. Ultimately, professional valuations are the best

way to ensure these figures are correct (whilst there is a cost in obtaining a professional valuation, this could well be insignificant in comparison to the deduction made by an insurer if you have a large loss and there is underinsurance).

● **Machinery, Plant & All Other Contents** – Most policies work on a reinstatement basis, i.e. they would replace damaged/lost items in the event of a claim. Therefore, the sums insured here need to be based on replacement as new figures, opposed to the depreciated values that may be shown on accountants records.

● **Stock** – Claims in this respect are settled typically on a cost replacement basis, rather than your expected retail value. It should also take into account all elements of your stock, from the raw materials, work in progress and finished goods.

Of equal importance and often confused is ensuring that your Business Interruption cover is appropriate.

There are two elements to this:

● The figure being accurate – typically Gross Profit cover is provided. The insurers terminology here is frustrating as insurance gross profit is calculated in a different way to an accountants version (with the insurers taking into account fixed costs). This is a key point, which is

easily confused, and can lead to the level being inadequate.

● The Indemnity Period – a large number of businesses choose a 12 month period, which is rarely long enough. This period should be sufficiently long enough to take into account worst case scenarios, e.g. if there is an insurable incident that badly damaged your premises and brew kit, would 12 months be long enough to rebuild your premises (including obtaining planning to rebuild), order & install new kit and get your turnover back to the level it was at prior to the incident (often a factor that is overlooked)?

At Clarke Dove (Insurance Brokers) we annually check with our clients the adequacy levels of the cover under our brewery-specific policy: Willis Brew and are more than happy to talk through your requirements.

Contact details can be found at www.brewery-insurance.co.uk



Matt Bryan has been with Clarke Dove Insurance Brokers for 14 years as a Commercial Account Executive, working alongside MD Andy Clarke in servicing their over 200 strong brewery client base.

Launched over 5 years ago, Willis Brew is the bespoke brewery insurance policy offered by Clarke Dove, providing flexible cover to suit the needs of the full range of micro breweries - from the smallest to the largest.



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"The floors look fantastic"

The Meantime Brewing Company's commitment to creating great beer has seen it make the largest investment in craft brewing in London since 1930.

The team has built a state-of-the-art brewery in Greenwich dedicated to giving their beer the time it needs to come into its own, however long that time may be. They have also established a visitor centre and a bar and needed a flooring partner for all aspects of the project.

Kemtile was asked to recommend suitable flooring solutions for the craft brewery itself taking into consideration hygiene, cleanability and non-slip requirements. They were also asked to think about a decorative system for the visitor centre and bar areas to provide people on brewery tours with a safe and stylish environment in which to enjoy the experience and the beer.

Kemtile installed 10,000 metres of Kageotec GFK tiling which utilises a

plastic mesh and epoxy bonding agent beneath the tiles to provide maximum durability in heavy impact areas. Kemtile also used UCRETE and then further decorative tiling using Kageotec AR in the areas open to the public. Over the past four years at the brewery, Kemtile has installed 450m² of Kageotec BS, 570m² of Kageotec AR and 250m² of BASF Mastertop heavy duty polyurethane flooring.

Alastair Hook, Brewmaster and Founder of Meantime Brewery, London, said: "Your boys did a hell of a job here! They were a credit to your company and I even had the German brewery installation company Rolec telling me they had never seen an English crew working harder than them! Being ahead of time and delivering on all your promises (and more) is a rarity for most companies nowadays. The floors look fantastic."



Kemtile has extensive experience working with brewers including Meantime (pictured above) and Cloudwater Brew Co to provide flooring solutions for all areas of the brewery.

It takes experience to know if tiles or a polyurethane screed would be the best solution for a particular environment in a brewery, says Kemtile.

For more information visit:
www.kemtile.co.uk

Cleaning technology a 'cost saver'

When looking at cleaning technology for CIP, often there are only two questions on a prospective buyers lips - will it clean my tank and how much does it cost?

Advancements in cleaning technology however, now mean that we are not just able to clean a customer's tank but also save them time and money in the process.

There are three basic types of technology, static spray balls, single axis rotating and dual axis rotating. Each has its merits and it is through the correct selection of the type of equipment used that will produce savings for users.

To understand how selecting the correct equipment can save money we first need to understand the mechanics of how a vessel is cleaned. There are four inter-dependant factors which influence

the result of a CIP cycle and in 1959 Dr Herbert Sinner combined these into what is now referred to as Sinner's Circle. Sinner identified the four key elements of cleaning to be Time, Temperature, Chemical and Mechanical Action. Sinner recognised that by increasing one factor we can make savings on one or more of the remaining factors. When looking at any CIP cycle the most costly elements are generally Time (lost production time), Temperature (energy required to heat cleaning liquids) and the Chemical or cleaning liquid itself (both in terms of the cost to buy the liquid but in today's climate equally the cost of effluent treatment).

AWH Cleaning Technology from AWH GmbH, Part of the Neumo-Ehrenberg-Group, focuses on the fourth factor, Mechanical Action. Mechanical Action is the physical force used on the soiled area and with minimal investment in moving from one type of equipment to

another it is possible to greatly increase productivity while reducing running costs significantly.

As an example of this, a study was carried out at one of the largest and most renowned German breweries who had exchanged large Static Spray Balls in 76 of their 700 m³ fermentation vessels for AWH Tanko® S50 rotating heads.

After extensive testing they achieved a 38% reduction in cleaning (lost production) time, a 58% reduction in fresh water consumption (and so also 58% reduction in the amount of effluent they had to treat) as well as 39% reduction in caustic needed.

For more information on this study contact UK Partner Neumo UK Ltd:
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Super spill kit for effective clean up

Holchem, a UK leader in hygiene technology solutions, has launched its industrial Spill Kit.

Aimed at businesses where hygiene standards are of the utmost importance, the kit is designed to clean up the effects of illnesses such as norovirus and contain them to restrict the spread in the workplace.

Whether it's generated from a member of the workforce or a customer, any illness within the food and drinks industry has to be addressed and dealt with straight away. The kit will deactivate and destroy any viruses from bodily fluids that the site has been exposed to and should work hand in hand with the best practice protocols put in place to deal with such situations.

It contains:

- A Fluid Absorber, which is an emergency clean-up powder with deodoriser designed to clean up bodily fluids and everyday spillages

- Chlorine Release tablets, which can be made into a working solution for cleaning and disinfecting the spillage area.

- Odour Absorber, which removes any odours created by the spillage

Designed for all areas of the food industry the kit will ensure there is minimum disruption to the business so that production and service can continue as quickly as possible. The quality of the products included with the kits ensures that valuable time spent on de-odorising, cleaning and disinfecting the area is kept to a minimum and work can continue as normal.

Sarah West, technical services manager from Holchem, said: "Recent statistics from the Health Protection Laboratory* show that there are typically over 700 reported cases of norovirus in the traditional summer season of June, July and August.

"Any illness that produces bodily fluids can be very disruptive to a business and



can result in a loss of income if not dealt with in the correct way with the most efficient of products. The Summer Spill Kit is designed to help manage the process and ensure that the affected area is back up and running as normal as quickly as possible. It's also important to ensure that staff adhere to the highest levels of hygiene at all times, and that the correct procedures are in place to make sure this happens."

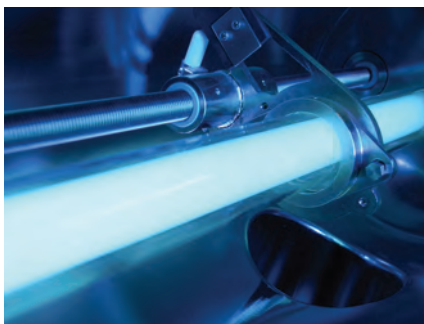
For more information visit:
www.holchem.co.uk

Brewery installs Hanovia systems

As part of its environmentally conscious approach to brewing, Korea's Hite Brewery Company has recently installed 25 Hanovia UV water disinfection systems at its Massan and Gangwan plants.

The UV systems ensure water used in the production processes remains free from microbial contamination, ensuring a high quality, pure final product. Seven units are installed at Massan and 18 at Gangwan.

In Massan the UV is used to treat clean-



in-place (CIP) water (three units), cooling water injected after the CIP (three units), and activated carbon-filtered water (one unit). At the Gangwan plant three UV units are used to treat water after deaeration and the remaining 15 units treat activated carbon-filtered water.

CIP is used for cleaning the interior surfaces of pipework, vessels, filters and other process equipment.

Activated carbon is commonly used in water treatment for decolouring and deodorisation, due to its strong adsorption properties. This adsorption can also remove residual chlorine from the water, leaving the post-filter water vulnerable to microbial contamination. UV therefore plays a vital role in ensuring the post-filter water is adequately disinfected.

Deaeration removes dissolved oxygen from water prior to the addition of yeast, a key part of the brewing process.

"When Hite was considering UV for the first time it looked at a number of UV system suppliers," commented George Wang, Hanovia's Regional Director for Asia. "We were selected as our UV systems not only produced the highest microbial reduction rates, but we also offer a comprehensive and cost-effective spare parts and maintenance service. Hite now uses over 45 Hanovia UV systems in its breweries across Korea, including the latest project at Massan and Gangwan."

"According to the company it also needs to do CIP less frequently, it uses less preservative in the finished product, and the final water has no unwanted residuals, so the taste and colour is not altered in any way. This all adds up to a cleaner, greener process and product," he added.

For more information visit:
hanovia.com



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Beer styles

Make mine a gluten-free...

The market for gluten-free beer may still be in its relative infancy but UK brewers could be missing out on a golden opportunity. So believes Malcolm Shipp, whose own company, Kennet & Avon Brewery, has two cask products that fulfill the EU definition on what constitutes a gluten-free product.

The company's new premises in Melksham is also home to the Gluten Free Beer Store, set up by K&A to sell bottled - and increasingly canned - gluten free beers to customers nationwide, via website ordering and next day delivery.

So, given its profile in the media, what's holding the bulk of the nation's brewers back from taking the GF plunge? "To be honest, providing you follow the criteria, it's not so complicated as you might think," Shipp comments.

Kennet & Avon only moved into its new unit in July 2015 but the company had already foreseen the potential for a GF mail order service and had set up the website within weeks.

"We knew that we needed to cover our costs while we developed the brewing side of the business, so creating the online store was the ideal way forward," continued Shipp. "No one else seemed to have considered doing it, so we set about developing contacts with breweries across the country and beyond, and steadily built up our stocks. It literally took off overnight. It's been brilliant for us."

Customers can order before 1.30pm and receive their consignment the next day, whether that's just down the road, or in the north of Scotland.



"There's a great market out there, how long it will last I don't know, as more and more breweries see the potential."

Malcolm himself has been instrumental in getting other local brewers on board, which has been a double-edged sword for K&A, increasing stock lines in the online store but creating competition for them in local pubs.

The company supplies two K&A GF cask beers - Crofton IPA and Savernake Stout - into the local free trade market plus its bottled range of beers which are all gluten free. The GF status has given added value to the brands, with demand through wholesalers getting them much further afield, and beer swaps with other breweries also bringing guest brands into the company's own outlet, The Vaults in Devizes.

"As a new company, going gluten-free has certainly been a good move for us," concludes Shipp. "It's definitely something all ambitious breweries should consider."

<http://glutenfreebeerstore.co.uk>
www.kennetandavonbrewery.co.uk



So what's gluten-free?

According to Malcolm Shipp, in the UK it's a beverage that meets EU regulations, in that it contains less than 20 parts per million of gluten. However the lower the better...

How do you get rid of the gluten?

"Two main ways of doing that. Either brew with ingredients which don't include gluten in the first place, such as rice, maize, sorghum or millet, or brew with traditional products like barley and possibly wheat, and then use a gluten-reducing enzyme."

Are there any breweries producing with totally GF ingredients?

"There are but they are thinly spread and not in the UK although I have heard that a Scottish brewery is looking into it."

How is it tested.

"The recommendation is that this should be done annually at a UKAS accredited centre. However, we prefer to have every batch tested just to be sure. We did have one batch fail, but then we decided to do a second test on it as we weren't sure if we had tested too early. It came back below ten next time."

Are there costs involved in testing.

"There are, and these would have more of an impact on small batch brewers, meaning a premium should be added to each bottle."

Can a beer be bottle-conditioned and still be classed as GF?

"In theory yes, although filtering does have the effect of assisting the removal of the gluten."

Can you reliably label your beer as gluten-free in the free trade?

"Yes, although where you have no control at the point of dispense - for instance, the regular cleaning of beer lines - it can be an issue. Some form of disclaimer might be appropriate, such as 'produced to be gluten-free' for example."

Can you export your gluten-free beer?

"Yes but note the rules in different countries. In the USA for example, beverages where the gluten has been removed should be labelled as 'gluten-reduced, not gluten-free.'"



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Celebrating the Bard

Ale often played a major part in many of William Shakespeare's plays and we know that the great Bard was not unaccustomed to the odd tippie or two, although not always known to drink responsibly!

How then to celebrate William's birthday and the 400th anniversary of his death? Joe Holiday, head brewer at the North Cotswold Brewery, had a moment of inspiration and decided to set-up a new brewery, dedicated to honouring the great Bard.

Where did the inspiration come from? Was it the fact that Joe has lived in Warwickshire all his life, was it the fact that he attended the same school as William Shakespeare, King Edward VI Grammar in Stratford upon Avon.

Who knows? What a damn good idea though. So much history, so much William Shakespeare, so much ale! Brewing with only the finest malts from Warminster Maltings and English hops from Charles Farams, Malvern Joe has crafted a

range of ales, one cask conditioned ale and three bottled ales.

"The Bard's Best" is a 4.2% cask conditioned golden ale, a vibrant hoppy ale with subtle hints of citrus. In bottle there is a brown ale "The Macbeth" 4.8%, full bodied with rich caramel flavours, a dark ruby ale "The Othello" 5.0%, rich and smooth with hints of chocolate and vanilla and finally a golden ale "The Tempest", - hoppy with hints of citrus.

Leaving the creative side to his mother, Sandra, Craft Ale "As You Like It" evolved, working closely with design partners, AD Profile, to create a brand worthy of the great name...

Launched this April it is hoped that these ales will capture the imagination of locals and visitors alike. Stratford upon Avon, is a buzz with events throughout the year celebrating England's greatest playwright. Now visitors can enjoy Shakespeare Brewing Co's fine ales.



For more information visit:
www.adprofile.co.uk

Bottle/can packaging

Beer Box Shop has been working with breweries, specialist bottle shops and bars over the last two years to establish a range of gifting and packaging products for both bottles and cans.

May sees the launch of its new website



where customers will be able to buy all their main ranges online including gift boxes for 330ml and 500ml bottles, can gift boxes and shipping packaging.

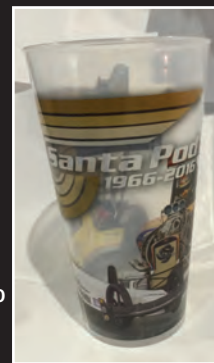
Simon Hulse, Director of Beer Box Shop, said, "This seems the next logical step for us and will make the whole order process very smooth for our customers, with a next day delivery service. At the same time we will continue to provide a very personal service and those who wish to contact us directly are still very welcome to."

As well as providing the facility to place online orders the website will allow customers to view pricing structures, submit enquiries for bespoke printing and packaging design, keep up-to-date with new product launches, browse high resolution images, download the full catalogue, request product samples and see folding instructions and videos.

For more information visit:
www.beerboxshop.co.uk

Promo cup

UB Plastics Ltd have just invested in a new moulding machine, full servo robot and a six-axis robot to manufacture a 'plastic in mould' labelled, reusable pint cup.



UB has teamed up with Green Goblet Ltd of Wells, Somerset which supplies the cups to cricket grounds, rugby stadiums, music festivals, football stadiums and concert arenas. The offer is up to 5-colour branding on the cups and the customer can design their own artwork. This is an excellent promotional tool for any event. Email: stevebrown@ubplastics.co.uk Tel 07885 866777

For more information visit:
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UB Plastics Ltd is delighted to announce that it is now the UK representative for Maisonneuve Keg of France



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Please contact Steve Brown on 07885 866777 or stevebrown@ubplastics.co.uk for any quotations or information regarding Stainless Steel Kegs or Casks and we will be happy to discuss your exact requirements.

Join the BFBi



Who Are BFBi Members?

BFBi is the only trade association representing suppliers throughout the entire beverage industry rather than an individual sector.

The Association represents manufacturers and suppliers of:

- raw materials, ingredients, enzymes, stabilisers, colourings and flavourings.
- production, process and packaging machinery
- pipework, pumps, valves and association fittings
- cleaning equipment, materials and systems
- automation & process control systems
- energy, services & utilities
- environmental, effluent & pollution control
- warehouse distribution & logistics
- dispense equipment, bar services and cellar services
- consultants, professional services & project management
- marketing, publicity and point of sale merchandise
- manufacturing engineers/contractors
- co-products

The **Annual Directory** is distributed free of charge to manufacturers of food and drink products around the world and comprises:

- list of products & services
- all Members are included within the Directory, listing their products & services and contact details.
- directory of UK brewers, pub operators, distillers, cider makers, soft drinks manufacturers, dairy products manufacturers and bakery products manufacturers
- BFBi committee reports, information on national and section activities
- directory of trade names
- list of useful addresses

ASSOCIATE MEMBERSHIP

Associate membership is available to brewers and sole traders

Please see our website for more information.

www.bfbi.org.uk

If you would like to join BFBi please download the **Application Form** from our website and forward to Head Office.

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Benefits of Membership

As a not for profit organisation, all income is for the benefit of Members via the improvement of services, provision of information, grants and facilitation/promotion of training (grant funded wherever possible).

The Association uses its **group purchasing power** to facilitate discounts on exhibitions, market research, insurance etc.

The Association is an **Accredited Trade Organiser** for various exhibitions around the world, enabling eligible participating UK companies achieve grant funding. We also partner with other Associations, helping Members benefit from grants at their discounted Member Management fees.

The Association's free of charge **Business Advisory Helpline**, run by Croners, is particularly useful to small companies who would normally have to pay for advice on VAT, Tax/PAYE, Commercial/Legal matters, Health & Safety.

The Association's **Private Healthcare Scheme** offers a range of services, including private medical insurance; travel insurance and dental plans. Visit www.php.co.uk

The Association communicates with Members via **e-groups**, disseminating information, statistics, export leads on a regular, if not daily basis.

Do not underestimate the benefits of **networking** in business. Being proactive about building relationships is often perceived as a personal skill, but its far more. It's an organisational competence. A large and diverse network of contacts will increase the sales of your company, whilst saving time and money. Download our Consolidated Programme of Events to see what events we are hosting to ensure our members are well connected.

If you would like to find out about the history of the Association, benefits and services we have to offer in more detail please contact Head Office (see details left)

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