

Brewing & BEVERAGE INDUSTRIES **BUSINESS**

The Products & Services Magazine for the UK Drinks Production Industry

Autumn 2017 Issue 6

September • October • November



Showcase features

ON THE BAR

BUSINESS SERVICES

GLASSWARE

BOTTLING & CANNING EQUIPMENT

drinktec

PREVIEW

Plus top writers and all the latest industry news



Equipment Finance.

Cost effective funding solutions.

At Close Brothers Brewery Rentals, we are uniquely positioned to help as we solely focus on supporting breweries and cider producers. We are familiar with the equipment commonly used and have good relationships with the main suppliers.

Types of equipment funded:

- Fermenting Vessels
- Conditioning Tanks
- Mash Tun
- Copper
- Cask and Keg Washers/Fillers
- Malt Handling/Conveyors
- Chilling Equipment
- Pumps
- Palletisers
- Labellers
- De-shive/de-keystone machines

Key benefits of equipment finance:

- In-depth knowledge of the industry
- Finance can be tailored to specific requirements
- Fair deposit and security requirements
- No hidden costs or fees

To find out more call us today on

01425 485421 or visit www.closebreweryrentals.co.uk





ALL UNDER ONE ROOF



BREWERS SELECT

Our ingredients • Your craft*



Brewers Select sources and supplies quality ingredients and equipment from around the world to UK regional, craft and micro-brewers.

With one order, one delivery and one invoice we can offer a wide range of core materials and unique brewing ingredients within three working days from our warehouse in Peterborough.

Each of our customers has a dedicated key account manager at your service.

2017, 2018 and 2019 hops are now available for contracting - secure yours now.

Fengate Point
Fengate Peterborough
PE1 5PE

t: **01733 889100**

w: brewersselect.co.uk

e: sales@brewersselect.co.uk

 **@BrewersSelect**

Autumn 2017 In This Issue...

Adrian Tierney-Jones talks about...
Simplifying innovation



Page 8

Stephen Beaumont asks...
Should you, because you can?



Page 10

David Gurr talks about...
Maintaining quality with growth



Page 80

drinktec

PREVIEW

Go with the flow.

From Page 64

With **Showcases** covering...

ON THE BAR

From
Page 30

BUSINESS SERVICES

From
Page 46

**BOTTLING & CANNING
EQUIPMENT**

From
Page 52

GLASSWARE

From
Page 60

and there's all the latest

INDUSTRY NEWS

Plus useful information for brewers about
joining the **BFBi**

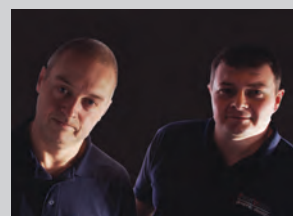
Brewing & BEVERAGE INDUSTRIES BUSINESS

ISSN 2398-2489

Published by
freerbutler limited
PO Box 9666 • Nottingham
NG10 9BY • United Kingdom
Tel: **0115 8 549 349**
© freerbutler limited 2017

Editor
Chris Freer

Assistant editor
Simon Butler



"Produced for the industry by people who **know** the industry - we produced the SIBA Journal for ten years before establishing Brewing & Beverage Industries Business."

For editorial or advertising enquiries, call the editor on the office number or e-mail: **chris@brewingbusiness.co.uk**

ABC Application Approved

All rights reserved. No part of this publication may be stored in a retrieval system or transmitted in any form or by any other means, electronic or mechanical, photocopying, recording or otherwise, without the prior permission of freerbutler limited.

Whilst every effort is made to ensure that the information in this publication is accurate and up-to-date, freerbutler limited does not take any responsibility for errors or omissions. Opinions expressed in editorial contributions to this publication are those of their respective authors and not necessarily shared by freerbutler limited.

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



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

It's always good to talk

What sets the drinks industry apart from other industries? As somebody who has the privilege of looking across an entire supply chain and meeting Associations and companies from the non drinks sector, my belief is that it is our passion for our products and willingness, nay, enthusiasm to share non commercial information for the good of everybody.



People refer to the drinks industry (and, in particular, the alcoholic drinks industry) as “traditional”. If talking to your customers/suppliers, believing in sustainable relationships, sharing knowledge that makes the entire industry stronger, then I wholeheartedly agree.

BFBi has re-established a not-for-profit UK-based industry event (some of you may remember BrewX as a trade show), aimed at bringing together the entire drinks/beverage supply chain to talk about hot topics and issues of the day, as well as showcasing excellence in the supply chain via a tradeshow.

With engagement from a number of Associations, including the Institute of Brewing & Distilling, who will be presenting a programme of seminars, presentations, workshops in brewing, cider making and distilling, Dairy UK, and English Wine Producers Association, the two-day event will bring together knowledge from throughout the supply chain.

BevExpo 2018 is free-of-charge to attend and centrally located (Ricoh Arena, Coventry – near to Birmingham International Airport and Railway Station). The event is taking place 23rd & 24th January.

It is deliberately chosen to take place at a quiet time in the business calendar, enabling you to leave your businesses, learn, source, discuss, network and, ultimately, enhance your business.

BevExpo relies not only on companies exhibiting, and presenting within the seminar areas, but on people taking the time to visit. It is free of charge to visit so why not click through right now to book your complimentary visitor ticket <https://www.bevexpo.com/visitor-registration/>

Ruth Evans
MBE, BFBi C.E.O.

For a full calendar of BFBi events visit: www.bfbi.org.uk/industry-events/consolidated-programme-of-events



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.

Brewers - the BFBi is open to you too! - Telephone 01902 422303 for more information



STAFFORDSHIRE
BREWING SUPPLIES
LEEK

UK'S LEADING BREWING
AND BOTTLING SUPPLIER



UPLOAD ARTWORK VIA WWW.BREWERYPRINT.CO.UK
OR IF YOU NEED A DESIGN, EMAIL DESIGN@BREWERYPRINT.CO.UK



CONTRACT
BOTTLING
£4.50
A CASE
500ML X 12 PACKAGED

VISIT OUR WEBSITE FOR MORE PRODUCTS

WWW.STAFFORDSHIREBREWERY.CO.UK

EMAIL: INFO@STAFFORDSHIREBREWERY.CO.UK

TEL : 01538 361919

Adrian Tierney-Jones

Innovation made simple

Innovation. A word when used in the context of beer and brewing can often cover a multitude of unexciting sins, especially in the febrile atmosphere of the current beer scene where drinkers want brewers to keep chopping and changing when it comes to their beers. You see it in some craft beer bars where the same beer, however delicious, rarely makes a reappearance.

On the other hand, I can just about tolerate IPAs having an added fruit infusion that makes them even more of a Carmen Miranda moment, or single-estate coffee beans being blended into an imperial stout (providing I don't drink it too late at night). However, in my experience innovation has rarely been that innovative.

Besides, I would rather a brewery get its brewing practices right and make sure its beers are served in a wholesome state in the pub or bar before they start trumpeting how this or that is innovative. Several years ago I interviewed John Keeling of Fuller's about innovation in cask and his words still resonate: 'Sometimes innovation smacks of desperation and in the case of cask it often is. For me, innovation in cask beer would be to improve its shelf life. Stop it going flat whilst on dispense and stop it oxidising.'

However, part of the joy in writing about beer is that sometimes you can come across brewing innovation in the true meaning of the word and it's not exactly rocket science.

I was recently contacted by Paddy Johnson of Windsor & Eton, whose son Kieran has set up a brewery-within-a-brewery with Uprising. The thinking behind this is that Kieran (also head brewer for Windsor & Eton) brews under the Uprising brand in his spare time. These are beers that are slightly more left field than the ones produced during the day, with a white pale ale, an imperial stout and a West Coast IPA in the portfolio.

The latter, which is called Treason, has been pretty successful and it is what happened next that made me think about the real meaning of innovation. As Johnson explained to me, the brewing team had been thinking of making Treason available in five different formats: keg (coarse filtered but not sterile filtered or pasteurised) and naturally carbonated; bottle conditioned; main-stream canned, sterile filtered and carbonated but not pasteurised; can conditioned, packaged with yeast and some priming sugar to condition and finally cask conditioned.

'We were getting demand for Treason in many formats,' he told me. 'Whilst it is predominantly kegged, bottle conditioned or canned we also got requests for cask. Meanwhile the reason for trying can conditioned is that we've always felt that in highly hopped beers you lose character from sterile filtration so we wanted to try can conditioning to see if there really is a difference.'

To help understand the thinking behind Johnson's direction, I tried Treason in the five different formats and found it a fascinating experience. There was a definite difference between all five variations on the same theme. The sterile filtered Treason was sweetish and had a pungent hop note before finishing dry; meanwhile the can-conditioned version was not so sweet, seeming fuller-bodied; it still had an attractive dryness though it was more bitter than its fellow canned example. Cask Treason was smooth on the palate with a more pronounced bitterness than the kegged version, with the sweetness more apparent. It also felt more expansive in its mouth feel. The kegged version saw malt taking a more dominant role, alongside the citrusy notes of the hops, with a very dry finish. Finally the bottle-conditioned Treason was boldly hopped and had an over the horizon sweetness that appeared before the dry and bitter finish.

These were all the same beers, but different dispenses or processes. It's not something that Johnson plans to do beyond Treason for the moment, but he did say to me that within the brewery



the consensus was that 'least filtration the better! We feel that the can conditioned is better BUT we are still watching for effects of ageing'.

Beer has been around for a long time and at its best it's a simply made drink, a combination of water, yeast, hops and malt. There are historic brewing techniques, different blends of yeast cultures, different hops and malts that make for innovation and also different modes of dispensation as Treason has shown. Sometimes the simple things in life are the best.

Adrian Tierney-Jones

Adrian Tierney-Jones is a freelance journalist whose work also 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 his latest The Seven Moods of Craft Beer; 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 the Brussels Beer Challenge, Dutch Beer Challenge and the Copa Latinoamericana de Cervezas Artesanales in Peru.

A bottle without
a label is a brand
without an identity !!

Labels by OPM
create a sense of who
& what my
brand stands for



At OPM (Labels & Packaging) Group we're experts in delivering innovative, agile printed packaging solutions to forward-thinking organisations.

An intelligent brand owner uses print and packaging to inform and inspire the user, with a balance of decoration and functionality creating an identity that is as emotional, colourful and multi-layered as the consumer.

OPM work in partnership to deliver quality print that protects your brand equity ensuring our clients are positioned in the market to achieve positive consumer experience for their brand and its products.

Get in touch to discuss your print needs today

sales@opmgroup.co.uk

☎ 0113 2311000

OPM offer services for customers of all sizes, across the beverage sector. From long runs to convenience quantities with short lead times.

At OPM we take great pride in the superior quality of our printed products across our portfolio.

Our technical team are always looking for ways to improve pack decoration without impairing product function by providing innovative packaging solutions.

Certification to PS9000 : 2011, ISO 9001 : 2008, BRC/ IoP Global Standard Food Packaging Standards Grade AA
Full low migration ink site



OPM (Labels & Packaging) Group Limited, The Colour Box, Gelderd Road, Leeds, LS12 6TG



Just Because You Can...

On July 27 of this year, in a story that quickly made the rounds on social media, the American music and culture magazine *Paste* reported that, in a collaboration with Evil Twin Brewing, the Richmond, Virginia-based brewery, The Veil, had produced a beer flavoured with deep-fried chicken tenders from the fast food chain, Chick-fil-A. The beer, called Fried Fried Chicken Chicken, went on sale at the brewery a day or two later.

I have not tasted Fried Fried Chicken Chicken and I'm not sure that I wish to do so. But that it's a (rather pricey) collaboration with Evil Twin comes as no surprise, since I was able to taste another of that company's collaborations a couple of years back when Big Ass Money Stout, an ale made with Norway's Lervig Aktiebryggeri and brewed with frozen pizzas and money, went on sale at the Three Johns pub in London.

It was, despite what the beer rating sites might report, not terribly good.

While they might quite rightly recall the axiom, "just because you can doesn't mean you should," beers brewed with unusual or bizarre ingredients of all sorts are proliferating these days, and not just because they might taste good. (Most, to my experience, at least, do not.) They are instead, to a very great degree, a product of the beer times in which we live.

It will come as no surprise that breweries are multiplying like rabbits these days, with over five thousand in the United States, close to a thousand in my homeland of Canada and about the same number in even traditional wine nations like France and Italy, and nearing or, by now, exceeding twice that count in the UK. As such, being heard above the fray is becoming more and more difficult.

One way to get written and talked about, of course, is to chuck some sort of ridiculous ingredient into a small batch of beer and, providing you have a sufficiently large social media following, film and post footage of yourself doing it. The more preposterous the ingredient and over-the-top the resulting beer, the better.

"Ha, ha, ha, we're dumping kabobs and sriracha mayonnaise in this 13% Imperial stout! Aren't we wacky?"

No, you're not. What you are is clever and calculating, knowing damn well that not only is a video of reddish mayo and dubious meat being slopped into the brew kettle almost guaranteed to go viral online, but that people will likely line up afterwards for a chance to sample the resulting "limited edition, maximum four bottles per person" beer.

Which brings us to the second 'beer times' element, that being ratings sites like Beer Advocate, ratebeer.com and UnTappd. Although all are US-centric, such sites are now globally popular and driven by two sorts of beer drinkers. On the one hand, there are those who see them as easy ways to log their personal tasting notes or, according to numerous people I've spoken with, simply keep track of what they have been drinking. Such folk likely make up the large majority of users and drive the success of these operations.

The minority, on the other hand, is made up of the die-hard tickers and traders, those who number their ratings in the thousands or even tens of thousands. For many of those people, the chance to try a one-time-only beer is an opportunity not to be missed, since it means not just adding another notch to the ratings bedpost, but getting one unlikely to be replicated by others. Those folk, plus brewery loyalists and the simply curious, are the drivers behind oddball beer sales.

The above points might make it seem as if there is no downside to creating weird brews like those noted above. However – put the kabobs and mayo down! – there is also a bigger picture situation at play when strange substances begin finding their way into the kettle.

Brewery reputations are made over the long term, not the short, and while one cry-for-attention brew might be overlooked by brewery fans and friends, going this route too often risks turning the business into a bit of a joke. When the venerable, 30 year old Oregon brewer, Rogue Ales, released a series of unconventional beers in the early 2010s, for instance, the US craft beer cognoscenti responded largely by ceasing to take the



brewery seriously. Whether as a result or by coincidence, sales stagnated.

Rogue is now re-earning the respect it lost via a series of impressive beers featuring ingredients from their own farms – newsworthy, but not gimmicky! – but it's been a long road back for the company. Anyone contemplating getting too outrageous in the brewhouse would do well to pay heed.

Stephen Beaumont

A professional beer writer for 27 years, Stephen Beaumont is the author or co-author of a dozen books on beer, including the new, third edition of *The Pocket Beer Book*, arriving this November, and 2016's fully-revised and updated second edition of *The World Atlas of Beer*, 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.

Brewman : software you can rely on.

Premier's Brewery Management System, Brewman, has been designed and written to allow your brewery to manage business in a more efficient manner and make the most of your best resource - your customers.



SYSTEM BENEFITS

Brewman has the following major benefits:

- Complete control of outlet ordering, pricing and history
- Outlet telesales
- Product pricing and forecasting
- Cask tracking
- Dray planning
- Dray runs
- Duty calculations
- Stock control
- Repeat orders
- Mobile Delivery Application
- Ullage
- Beerflex orders and Web orders
- Retail orders
- Comprehensive reporting
-  Integration to SAGE and other accounting systems

Local and Cloud versions available
SQL Server version for larger databases

CALL 02380 811 100

EMAIL sales@premiersystems.ltd.uk

WEB www.premiersystems.ltd.uk



WARMINSTER
INTEGRITY
OF THE
BEER
MALT

CHRIS GARRATT, HEAD MALTSTER . TEL: 01985 212014
CHRIS.GARRATT@WARMINSTER-MALT.CO.UK



Budget reverse osmosis unit cleans up brewery production

Steam boiler manufacturer, CFB Boilers, has launched a budget-friendly reverse osmosis unit, the BoilerRO, which is claimed to be capable of achieving almost 100% purity of boiler feedwater for superior quality steam.

Designed in Britain by the company, the BoilerRO costs around half that of many comparable units, making reverse osmosis accessible to brewers that may previously have found the technology to be price-prohibitive. This market game-changer is suitable for a wide range of commercial and industrial applications, including those within the brewing industry.

Reverse osmosis offers significant performance advantages over scale devices and water treatment methods and works by passing pressurised feedwater through special semi-permeable membranes. The pores in the membranes are so fine that 99% of inorganic ions and dissolved organic contaminants are prevented from passing through; instead, only water molecules are able to pass downstream. The results include efficient boiler running capacity due to the optimisation of boiler TDS, and energy savings from less frequent boiler blowdowns. Further benefits of the BoilerRO include superior water taste and

clarity, spot-free rinses, and reduced scale.

Construction-wise, the BoilerRO boasts a number of features usually only associated with high-end units, such as a stainless steel chassis, three-membrane housing, high pressure pump, and high performance Polyamide 8040 membrane. A compact, vertical design means that it is easy to site, even in awkward locations. The BoilerRO has an estimated production (with public water supply) of \pm 5,000 – 20,000 L / h.

The BoilerRO was designed in Britain by CFB Boilers, a 120-year-old, Essex-based steam boiler and ancillary manufacturer, that has created bespoke steam boiler solutions for breweries such as Magic Rock, Howling Hops, and Sambrooks. The company developed the technology to make reverse osmosis affordable for all steam users.

"Poor quality water can do a lot of damage to steam boilers, reducing component longevity and increasing maintenance costs, repair costs and downtime," said Derek Parish, Managing Director of CFB Boilers. "Reverse osmosis can drastically improve water quality - and therefore steam quality - but most units on the market are expensive - many clients would like one but lack the budget. We've been



manufacturing steam boilers and ancillaries for over 100 years, and have used our expertise to develop a reverse osmosis unit that rivals some of the market's best in terms of performance, but that is budget-friendly. We're very proud of the BoilerRO and delighted that it has already been so well received,"

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

NINKASI Brewkit Rentals confirms brewery confidence

Following its launch in June, NINKASI Brewkit Rentals has experienced a significantly higher than expected level of enquiries from brewers urgently seeking ways to expand production to meet increasing demand.

The first tanks are now delivered and more FVs are on their way, including the first 30BBL vessels, at least 6 months ahead of initial expectations says Director Peter Godwin. "Our research indicated there was potential demand for our type of service,

but I have been genuinely surprised at the early level of interest and support, it is really underlining the industry surveys and commentary on the growth of craft beer," he says.

NINKASI is also seeing 100% take up of its carbonation kit option with all its customers either already producing craft keg products, or looking to move in that direction.

Any other changes since launch? "Not really," adds Peter, "but Andy Thompson is

keen to keep the NINKASI equipment at the highest specification possible so is always looking for improvements.

"The optional chilling and temperature control equipment, supplied as standard on short term hire, has already benefitted from several tweaks!"

Equipment and options can be viewed online.

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

CFB BOILERS
The Green Steam Company

MANUFACTURERS
& DISTRIBUTORS
OF STEAM
BOILERS &
ANCILLARY
EQUIPMENT

Complete
Steam
Solutions



INDUSTRY-
LEADING DESIGN,
INSTALLATION,
MAINTENANCE
AND ENERGY
SAVING SERVICES

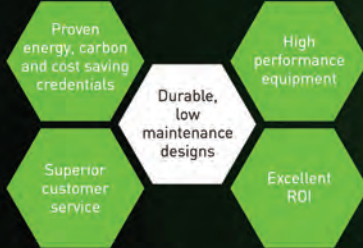
CFB BOILERS LTD

The Green Steam Company

MANUFACTURERS & DISTRIBUTORS OF
STEAM BOILERS & ANCILLARY EQUIPMENT

Complete Steam Solutions

- Boiler ranges from 128 – 55,000 kg/hr
- Steam, electric and hot water boilers
 - Ancillary equipment
 - Fully packaged plant rooms



INDUSTRY-LEADING DESIGN,
INSTALLATION, MAINTENANCE
AND ENERGY SAVING SERVICES



FLYING THE
FLAG FOR BRITISH
MANUFACTURING
FOR OVER 120 YEARS

CFB BOILERS
The Green Steam Company

MANUFACTURERS
& DISTRIBUTORS
OF STEAM
BOILERS &
ANCILLARY
EQUIPMENT

Complete
Steam
Solutions



INDUSTRY-
LEADING DESIGN,
INSTALLATION,
MAINTENANCE
AND ENERGY
SAVING SERVICES

For your Complete Steam Solutions
www.steamboilers.co.uk TEL: 01255 224500

NINKASI brewkit rentals

FVs for hire

Need a quick and efficient way to increase output? Orders exceed capacity? Turning away sales?



NINKASI sets the standard for FVs:

- Top quality FVs/CTs available from stock
- 10BBL and up
- Huge standard specification handling most beer styles
- Highly efficient in all respects
- Pressure rated = suitable for carbonation
- The latest & best technology available

Over 30 years of brewery industry experience:
contact Peter Godwin or Andy Thompson

A new way of acquiring:

- Long Term Rental
 - Periods of up to 5 years
 - Purchase options available
- Short Term Hire
 - From only 8 weeks
 - From 10BBL and up FV supplied and delivered
 - Completely self-contained - just plug in and start!
 - Includes chiller, temperature controls, all ancillaries
 - Optional carbonation kit and remote monitoring

peter@ninkasirentals.co.uk

07787 538219

07480 850155

www.ninkasirentals.co.uk

Three new compact refractometer models

Technology leader Anton Paar has launched three new compact refractometer models: Abbemat 3200, 3100, and 3000. These instruments are available with or without temperature control in different temperature and measuring ranges. They promise fast, easy, and precise refractive index and concentration measurements.

In the daily laboratory routine many tasks and responsibilities need to be handled. Complicated worksteps or equipment that clutters valuable workspace are not welcome. The new Anton Paar refractometers are designed to give exactly the functions needed, and smoothly integrate into laboratories in the beverage industry, without taking up much space or time – or money.

The new Abbemat models need only as much room as a sheet of printer paper, which saves valuable space on the laboratory bench. The 5.8 inch intuitive colour touchscreen supports fast navigation, provides a precise overview of your measuring results and methods,

and supports fast navigation. Low sample volume, nearly no maintenance, and an attractive price range allow you to stay within your time and money budget. Reliable refractive index measurements with an accuracy of $\pm 0.0001nD$ are obtained at the push of a button. The measurement data is stored on an internal data memory and can easily be exported or printed for further reference via USB, RS-232, or Ethernet ports. The sample well and the measuring prism withstand even aggressive chemicals.

Three models are offered with or without temperature control in different temperature and measuring ranges to cover all eventualities needed for measurement. The Abbemat 3000 refractometer model has temperature corrected methods like °Brix, glucose and invert sugar for fast measuring results without the need of temperature control, i.e. in the quality control of sugars or beverages. The Abbemat 3100 and Abbemat 3200 refractometer models have a built-in solid-state temperature



control, which guarantees fast and even temperature adjustment at 20°C and 25°C (Abbemat 3100) or between 15°C and 60°C (Abbemat 3200). This Peltier temperature control eliminates the influence of temperature on the refractive index and ensures accurate, fast, and reliable results.

Abbemat refractometers are used for quality control of pure substances, concentration measurement in binary solutions, and for determining further parameters correlating with the refractive index. Anton Paar provides more than 100 methods derived from the refractive index which can be uploaded onto the Abbemat refractometers.

For more information visit:
www.anton-paar.com

Valve matrix 'saves time and money'

With processes in hygienic industries such as beverages becoming increasingly complex, some of the challenges include higher volumes, increased efficiency, reduction in water and energy use. That is why it is essential to optimize flow management without compromising flexibility, plant safety, product quality or hygiene.

A valve matrix – also known as valve cluster – is a great option for maximizing process efficiency through optimised flow management. Each stage of the design and installation process is an important component to fully realising potential in your process by saving time and avoiding lost revenue associated with production downtime. Compared to

traditional flow plates, a valve matrix is designed to allow simultaneous circulation of liquids – including CIP – on several levels with the exact number of lines and rows to match the specific requirements of your process. The matrix ensures the flexibility for you to run multiple products to multiple destinations, while other lines are being cleaned.

Installing a valve matrix with Alfa Laval Unique Mixproof Valves combines outstanding product safety with good cleaning conditions and no risk of cross-contamination. It rules out the opportunity of human errors, which can occur using manual connection of lines and handling of swing bends.

Alfa Laval valve matrices can be supplied pre-assembled and pre-tested as well as



fully wired and with all the necessary pneumatic tubing, junction boxes and control panels pre-connected. This means you can bring even complex installations online as quickly as possible, saving time and avoiding lost revenue associated with on-site assembly, troubleshooting and downtime.

For more information visit:
www.alfalaval.com



Bulk Storage & Process Systems Ltd

BSPS are experts in

- Bulk malt intake systems
- Malt Milling
- Malt Destoning
- Malt Weighing
- Grist case design
- Conveying systems
- ATEX specialists

Call Bill Egerton on **01483 202211** for further information



**REDUCE
MANUAL
HANDLING
AND SAVE
MONEY!**

Bring your material handling process into the 21st Century, automate your system with a Collinson silo and conveyor and eliminate heavy bag handling.

- **Silos:**
 - Storage from 1-30t
 - Fully Galvanised
 - Choice of 6 Plasteel™ colours
 - Any discharge height
- **Conveyors:**
 - To suit various lengths or speed
 - Pick up from existing store
- **Material weighing facilities**
- **Solutions for all business sizes**

T: 0800 542 5772
collinson.co.uk



**"Specialising in the
Manufacture and Supply of
Keystone's For Beer Barrels"**

Our industry standard T.P.E. Rubber Keystones have been tried and tested by brewery's nationwide for over 15 Years.

"Food Contact Compliant Material"

We manufacture both soft and hard variants packaged in 'Poly-lined Polypropylene Sacks'.

Our Keystone's are supplied in quantities of 1000 and are all individually marked for 'End of Life Recycling'.

Price Per 1000 Delivered £62.50 + Vat

Pallet quantity Prices

Price Per 10,000 Delivered £50 / 1000 + Vat

Price Per 40,000 Delivered £47.50 / 1000 + Vat

So please visit our online shop at

WWW.POLY-TEK.CO.UK

Or alternatively you can contact the sales team directly on **01795 439222**

30 day accounts available upon request

Unit 8, Fairway Business Park
Castle Road, Eurolink
Sittingbourne
Kent ME10 3FB



Tel +44(0) 1795 439222
Fax: +44(0) 1795 439444
Email: info@poly-tek.co.uk
www.poly-tek.co.uk

New attachment improves productivity at Otter

Devon-based Otter Brewery has boosted its productivity by acquiring a bespoke keg clamp attachment for its forklift from B&B Attachments.

The brewery's production has rapidly increased year-on-year along with its practices in sustainability, being named "Most Sustainable Brewery" at the 2011 Society of Independent Brewers awards.

To continue the company's rapid growth, and support the introduction of its first lager and new kegging facilities, the brewery required a solution for handling the extensive number of kegs and casks which are moved on its site every day. Following a full site inspection, B&B Attachments, the leading UK supplier of forklift attachments, supplied the brewery with a bespoke KAUP Keg Clamp attachment. This attachment was

specially adapted for use in Otter's height-restricted warehouse. B&B also provided a fully refurbished attachment for loading and unloading.

The customised new Keg Clamp attachment, fitted to a Toyota truck, allows for 12 barrels to be handled in a single lift. It enables a secure grip of kegs and casks and provides ease of movement in the height restricted area for handling both full and empty barrels. The Keg Clamp, says B&B, is the ultimate solution for improving product handling and safety. Its standard features include, low profile stabilisers with long lasting rubber pad, wear indicators on tines, solenoid valve and end of stroke cushioning on side shift movement. The attachment provides the driver with excellent visibility when approaching the load, ensuring safe and secure handling on site.



Patrick McCaig, Sales and Marketing Director at Otter, comments: "These attachments are an integral part of our operation. They are used every day, enabling fast and reliable loading, unloading and end of line support. The new specially adapted keg clamp attachment has been chosen for its performance in tight turning spaces, maximum productivity and reliable operation in a height restricted space."

For more information visit:
www.bandbattachments.com

Workflow management boost at Vimto

Vimto Out of Home (OoH), the 40-year veteran drinks industry supplier, has consolidated its distribution, scheduling, billing and stock management with Portech Systems' Field Service Executive (FSE) workflow management system.

Following Vimto OoH's acquisition of frozen drinks supplier The Noisy Drinks Co. in 2015, the company had been operating a combination of paper-based job management and a previous version of FSE developed for the frozen drinks market. Now, Portech's new FSE serves all of Vimto OoH's mobile field staff and provides a unified view of stock, work and assets across all parts of the business.

The new FSE system provides a centrally managed data collection point that communicates with Vimto OoH's range of mobile computing devices and eliminates the need for drivers to make multiple return visits to a depot each

day. The system also integrates with Vimto OoH's Sage invoicing system and legacy IT systems, reducing the time taken to generate invoices and improving data quality.

Graeme Hodges, Internal Operations Manager commented: "Portech is a great team. They really understand our business model and requirements. This knowledge has been built up over several years, and we trust them to deliver new features and functionality to improve our business processes with the bespoke system they have developed for us."

The system has been rolled out onto Vimto OoH's existing mobile and rugged handhelds. Portech advised Vimto OoH on hardware selection for temporary drivers and the FSE system also runs on the ruggedised ToughTab tablets procured for those drivers.

Shaz Naeem, Managing Director, Portech Systems (pictured), added: "We had been working with The Noisy Drinks Co. for



over ten years and when the Vimto OoH team saw the effectiveness of FSE they recognised that it was the right workflow and stock management solution to help them grow the business further. Vimto OoH is just one of the companies that is benefitting from Portech's expertise in transforming paper-based stock and work management systems with mobile technology that streamlines job management and eliminates the need to shut down operations for stock-taking."

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

Best for your beer and better for the environment!

Hygiene is critical during the entire brewing process to avoid unwanted or unexpected results. Your transport container is no different.

Imagine never having to clean your transport container again.. No hours spent with hot water, steam and nasty chemicals trying to clean the inside of a tank whose parts you can never quite reach! The fully recyclable BeerCombo liner with integrated ports and valves eliminates the need for all of that. It also eliminates the risk that the job's not been done quite right!

Remove the risk posed by dirty containers... and be kinder to the environment!

For more information call Sam or Nick on 01672 563723.
www.beercarriers.co.uk



IBU, ABV, EBC & pH In One Analyser

- Quick and easy to use
- No calibration needed
- Other tests available for liquor, wort & beer

QCL

BeerLab



01342 820820

www.qclscientific.com/beerlab

Independent brewery growth is good news for Fabdec

The continued growth in demand for real ale and specialist beers has been a boon for Shropshire manufacturer, Fabdec, with a steady increase in brewery sales throughout 2017.

In the last few months, Fabdec has produced stainless steel tanks and vessels for microbreweries across the UK, including Aston Manor, Hedgedog, Brightside, Kite and The Friday Beer Co. Sales within Fabdec's brewery division in the first six months of 2017 have doubled that of the same period for 2016.

Chris Powell, Managing Director of Fabdec, says the increase in microbreweries and micropubs is particularly welcome given the continuing decline of traditional pubs. He said: "The appetite for craft beers and ales has definitely grown over the past year or so, along with that the number of independent and innovative breweries and micropubs. Given that around 20 pubs a week are closing nationwide, this is a real ray of light for the brewery and pub industry.

"The companies that we work with share a passion for quality and we are proud that they trust us to deliver first-rate products, often designed specifically for their needs. It is great to see

independent brewing undergoing something of a renaissance, with breweries willing to make a significant investment in their operations to create distinctive beers."

Based in Ellesmere, Shropshire for more than 65 years, Fabdec is one of the UK's leading manufacturers of heating, cooling, storage and processing vessels. For the brewery division, this includes mash tuns, wort 'copper' kettles, fermentation vessels, heat exchangers and conditioning tanks. These tanks can be made to order from 5 BBL up to 35 BBL – the equivalent of more than 10,000 pints.

Gerald Williams, Director of Malvern-based Friday Beer Company, said: "As our brewery has grown we have scaled up the size of our tanks to meet the new demand. Fabdec has been with us on this journey and have helped and advised us all along the way. Their technical support and knowledge has been invaluable and the quality and value for money of their tanks is unmatched."

Fabdec has also produced equipment for breweries including Spire, Hadham,



Highgate Davenport, Penpont, Great Orme and Cwrw Llyn. Following major investment in machinery and engineering last year – and with a highly skilled workforce – Fabdec is currently exploring opportunities to expand its steel fabrication work into other sectors, including soft drinks.

Chris Powell added: "For Fabdec, 2017 continues to be a strong year for growth and we are pleased that our brand is now recognised in the US and other foreign markets. Britain should be proud of its manufacturing heritage, and exporting remains a key target for us."

For more information visit:
www.fabdec.com

Dixon launches impact-resistant sight glass

Dixon has launched a new compact impact-resistant sight glass.

The sight glass is used widely in beverage hygienic processes to view products and fluids. This design is perfect for hoses and high traffic areas due to its Lexan™ glass and a stainless steel body construction. Ideal for arduous applications, heavy manual handling, high traffic and high activity areas to provide site added protection and asset security. The sights are claimed to be easier to clean and less cost to repair than bolted

styles. Sizes available include 1", 1½", 2", 3" & 4". Maximum temperature of 200°F (93°C) and a maximum pressure of 100 PSI (6.9 bar).

The sight glass is available as one of the many hygienic hose fittings complementary to Dixon's extensive hygienic hose range. This now includes Heat Traced, Hot Water Thermal and Duplex hose assemblies as part of the standard range along with a range of rubber, silicone, PVC and PTFE hose assemblies which can be custom-made to exact



requirements, with accessories including wash down guns and steam lances.

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

FOR ALL YOUR BREWERY NEEDS

Talk to the beer geeks
at Zoedale

Butterfly Valves (RJT, Clamp, Weld)

Hygienic Centrifugal Pumps

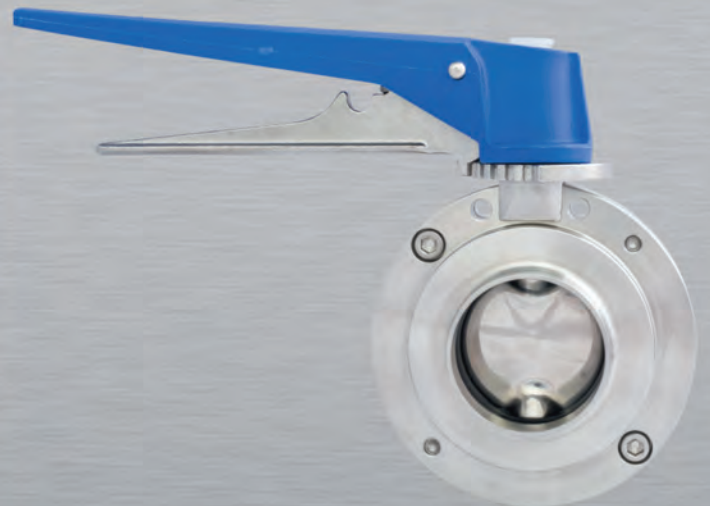
Stainless Steel Manways

Solenoid Valves

Waterproof Bench Scales

Heat Exchangers

Tank Sampling Valves and more



Petainer to preview petainerKeg™ Hybrid prototype ahead of its launch

Petainer will use drinktec 2017 in Munich in September to preview the final prototype of its new petainerKeg™ Hybrid ahead of its launch in early 2018.

Petainer, market leader in innovative PET packaging, is to showcase its full petainerKeg™ portfolio at this year's event. Petainer will be collaborating with KHS, its official distribution partner, and with blowing experts PET Technologies and SIDE at drinktec.

The petainerKeg™ portfolio, which comprises petainerKeg™ Classic, petainerKeg™ with USD top and sleeve, and petainerKeg™ Linestar, has been developed in partnership with breweries around the world. Petainer's customers include three top ten global brewers, as well as well-known craft brewers such as Oskar Blues and Stone Brewing in the USA, Ale Browar of Poland and Rothhammer in Chile.

The petainerKeg™ one-way product range is an economical and efficient alternative to traditional steel kegs and glass bottles, helping brewers improve profitability, and reduce the cost of entering new markets and launching new products.

PetainerKeg™ is used only once and is



fully recyclable, cutting out costly return logistics and washing processes. In addition to significant cost of ownership and sustainability benefits, it provides enhanced product protection, making sure that the beer is as good as the day it was brewed for over nine months.

Annemieke Hartman-Jemmett, Petainer's Group Commercial Director said: "Petainer is enjoying growing demand for its petainerKeg™ range as one-way kegs

are being adopted by both the global breweries and the craft sector, thanks to the lower cost of the system and to sustainability benefits. We are delighted to join our partners KHS, PET Technologies and SIDE at drinktec to offer customers high-quality, innovative packaging and filling solutions."

For more information visit:
www.petainer.com

Boom times for Kammac plc

Kammac plc has announced a surge in sales for the second year running, with the year-to-date sales being 14% up against the same period in 2016.

The long-established, UK-based keg and cask supplier is now looking forward to a strong finish to 2017 with both direct sales and the ability to 'rent to own' being the key driver towards another record year!

Nicola Smith and Kayleigh Tuck, who collectively look after the day-to-day

sales for this Kammac plc division - which includes the very successful and ever-growing Rent to Own scheme - confirmed their focus towards delivering a first-class service with a smile and a 'can-do' attitude has led to creating this growth period.

Ged Carabini, Sales Director for the division, confirmed that Kammac plc would continue to focus on providing a solution within 5 to 7 working days of order for all breweries, whether they be big or small, with further investment in both new technology and

team members such as Nicola and Kayleigh.

Kammac plc has also built stock levels this year to ensure the above timelines can be achieved and its ever-loyal customer base can benefit from an ultra-fast turnaround.

Best prices are guaranteed on 9G casks, 30L and 50L kegs.

For more information visit:
www.kammac.com



KEEP CALM

AND

BREW ON



WITH KAMMAC plc
KEGS & CASKS



www.keglogistics.com



01695 727272
Ext *206

nicola.smith@kamac.com
ged.carabini@kamac.com

csapyta@keglogistics.com
shorrox@keglogistics.com

Gladden Place, Gillibrands Industrial Estate
Skelmersdale, Lancashire, WN8 9SY

New colour sorter installed at Muntons

Muntons says it is the first maltster in the UK to invest in a colour sorter to help overcome contamination issues with malting barley deliveries.

It has invested £600,000 in purchasing and installing a state-of-the-art colour sorter. This device is able to detect and remove contaminants from cereal deliveries and will significantly reduce wasted lorry journeys through rejections at its maltings.

Colour sorters use LED lighting and special cameras to detect any foreign material (see illustration) and the data is quickly analysed by dedicated software and the rejected material is ejected and collected separately from the cereals.

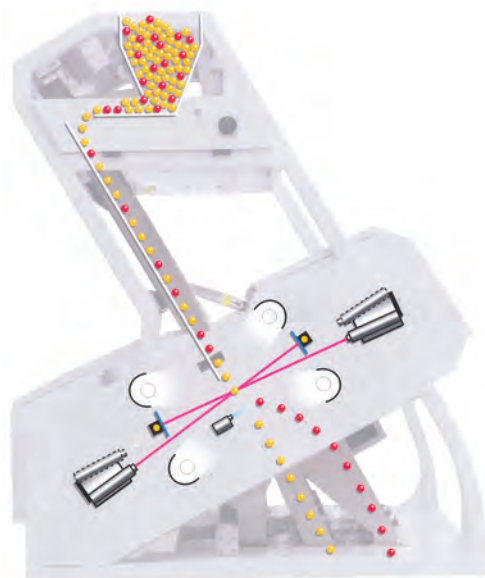
The colour sorting process will enable Muntons to process and clean deliveries of malting barley which would otherwise have been simply rejected. This not only reduces truck movements but means that the farmer will still be able to sell their

load as premium quality malting barley instead of having to find alternative used for the contaminated material.

Last year was one of the worst on record for cereals contaminated with ergot, a fungus poisonous to humans, which can grow on cereals and is difficult to remove using traditional methods, as it is often the same shape and size as the cereal grain itself.

Mike Norfolk, Muntons Supply Chain General Manager, said: "In the past, farmers who had deliveries rejected because of ergot contamination would have had to take the load to be cleaned by a specialist company, which would have involved additional haulage as well as the cleaning cost itself. Now we are able to clean the load on-site for the farmer, saving them wasted haulage costs and wasted time."

This is a bold and innovative move for the malting industry, yet is one which looks set to bring benefits both now and



for the future. Had Muntons had this technology in place last year, the company estimates it could have saved over 340 wasted truck movements.

For more information visit:
www.muntons.com

Efficient cooling solution for Pillars

When Pillars Brewery, craft lager producers based in Walthamstow, London, was looking for the most efficient glycol product for use in cooling the brewery's fermentation tanks, it found the answer with ALV Plus fluid from Kilfrost.

The brewery needed a less viscous product than that which is generally used in brewing in order to crash cool its beer more quickly. Doing this means not

only a reduction in electricity costs but means the brewery can stay true to its values by having a smaller carbon footprint, keeping innovation and quality at the heart of what they stand for.

Pillars turned to Kilfrost's new ALV Plus fluid, not only certified as safe for incidental contact with food and drink, but a fluid that offers a premium performance over alternatives.

Kilfrost ALV Plus is a low viscosity heat transfer fluid formulated with organic, approved inhibitors and viscosity modifiers. It offers a viable alternative to monoethylene glycol (MEG) and monopropylene glycol (MPG) as it is certified as FDA/NSF accredited for incidental contact with food, and offers premium performance.

It has been developed to reduce pressure drops across the system, as well as to reduce pumping costs and increase hydraulic efficiency. The Kilfrost ALV Plus fluid has an operational temperature range from -40°C to +40°C and outperforms MEG, MPG, Bio-PDO and ethanol-based heat transfer fluids. It also protects against corrosion and scaling, and is free from nitrates, nitrites, borates, heavy metals, and phosphates which are typical in many other standard industry products.

Kilfrost is a recognised global leader in safety critical frost protection chemistry and rheology. Now it has launched a first-of-its-kind heat transfer fluid it believes is set to revolutionise processing and manufacture globally, and which for the first time provides a commercial solution to the long-standing efficiency-versus-toxicity challenge.

Continued on page 24



ICE

InnCellar Equipment Cask Beer Solutions

InnCellar Equipment is totally Committed to working with customers to provide quality products & Services.

Rack your Ale with ease with our Occasional beer festival Racking®. The racking are fully linkable with each other making your options limitless. All our Occasional Racking® can be flat packed making this easier to store if space is limited.

To see our full range of Cask Racking please visit our website.



Since the launch of the new Multi-Purpose Jacket®, this has become popular with it been able to cater for the multiple applications needed to cover the new influx of CASK/KEG variations.

To see our full range of Cask & Keg Jackets please visit our website.

The InnCellar Equipment Dual Purpose Cask Tap® is ideal for functions & festivals, with been able to dispense directly from the cask eliminating the need for a beer engine or any further dispense equipment.



To Check Out Our Full Range Of Equipment Please contact us!!

Telephone: 01142 727 426

sales@inncellar.co.uk

www.inncellar.co.uk

AFCO
ALEX C. FERGUSON, LLC
PROMISE AND DELIVER

INNOVATION MEETS CONSERVATION



- + **VERSACLAIM PRO CAUSTIC RECOVERY**
 - Indicators have shown reductions in caustic consumption by up 80%
- + **SMART TRACK DRY CONVEYOR LUBRICATION**
 - Cuts lubrication and waste water by 90%
 - Precise and reliable
- + **PATENTED TECHNOLOGY • TRIED & TESTED**
 - Smart Technology – instant verification & optimisation
 - SMART CIP & SMART ADD for CIP and SMART GEL for filler hygiene
- + **INFO BASE**
 - Bespoke customer online reporting tool : tracking spend, inventory, project work and service reports
- + **IN-HOUSE WATER TREATMENT DIVISION**
 - for cooling, equipment, steam, wastewater
 - full-service, training and transparent reporting
- + **FULL RANGE OF CHEMICALS**
 - CIP, OPC Detergent & Disinfectants
 - Food Grade Antifoams
 - membrane cleaning technology
 - full range of janitorial products



CCL Pentasol

Hygiene Technology

Suppliers of speciality cleaning & hygiene chemicals for breweries, cider makers & beverage manufacturers

info@cclpentasol.co.uk

Call 01942 722 000

www.cclpentasol.co.uk

Detergents, Disinfectants, Conveyor Lubrication, Water & Effluent Treatment

CCL Pentasol are a division of Zenith Hygiene Group Plc

www.zhgplc.com

ZENITH
Hygiene Group Plc
'Because Hygiene Matters'

AFCO C&S Ltd.

Liverpool and Manchester, UK • www.afcocare.com

contact: uk@afcocare.com

A golden reviv-ale

Two north Norfolk brewers have resurrected an ale by literally using ingredients back from the dead.

Poppyland Brewery, in Cromer, and Hindricham-based Norfolk Brewhouse thought it fitting to craft a drink which showcased two ingredients once thought lost to the brewing fraternity, in a new brew, 'Chevallier Gold', to celebrate the Norwich City of Ale Festival which started on the 25 May. The two brewers have previously collaborated to create beers of distinction for the festival and always try something a bit out of the norm, and this year was no different.

During a chance beer and chat at the National Winter Ales Festival in Norwich with Norfolk maltsters, Crisp Maltings, the subject of Chevallier malt was discussed, as David Holliday from the Norfolk Brewhouse explains: "This is a fascinating story of heritage malt, first grown in the 1824 – in Suffolk – from grain selected by Dr John Chevallier. The malt went on to become established the world over as one of the leading brewing malts. However, it was to last be grown commercially in the UK in the 1930s.

"That is until a couple of years ago when, thanks to collaboration with The John Innis Centre in Norwich, and Crisp Maltings, the malt was slowly and surely resurrected. There is a limited stock of Norfolk-grown Chevallier malt available and we wanted to see just what beer

lovers had been missing out on for a little over 80 years."

So, with resurrected malt forming the backbone of the beer, the two brewers set about finding a suitable hop to add flavour and bitterness and it seemed only fitting that resurrected malt deserved a resurrected hop.

Another chance meeting, this time with hop merchants Charles Faram, introduced the brewers to a hop called Ernest which fitted the bill perfectly, as David points out: "It really was a lucky coincidence to discover this hop variety which was first selected in 1921 and eventually trialled at Wye College in Kent in 1957 and 1958. However, the brewers at the time rejected the variety as been 'too American' and far too aromatic and tasty for their British bitters! Oh, how times change but thankfully it is now grown commercially for Charles Faram's and is admired for its 'New World' flavours."

Putting the two ingredients together made perfect sense and the brewers created two distinct versions. The Norfolk Brewhouse brewed a cask version – available throughout The City of Ale – which is a pure blend of the resurrected ingredients, using just Chevallier Malt



Pictured outside The Norfolk Brewhouse are Martin Warren (left) and David Holliday

and the Ernest hops. As such it was golden in colour. The heritage malt imparts quite a robust, dominant malt flavour and so the beer is quite heavily hopped to balance that, as well as suiting the relatively strong abv at 5%.

The bottled version of the collaboration, brewed at Poppyland Brewery, was slightly stronger at 6% abv and also included some coloured malts to create a delightfully robust and fruity American Red Ale. Martin at Poppyland also used a third resurrected ingredient – namely kveik – an ancient strain of Norwegian yeast. This version of the beer was appropriately named; Back from the Dead.

Two beers, born from the same idea, but distinctly different and a great example of how local producers can get together to create great local produce.

For more information visit:
www.crispmalt.co

Continued from page 22

Efficient cooling solution for Pillars Brewery

Brewer and Pillars founder, Gavin Litton, said: "Thanks to Kilfrost ALV Plus, our pumps are working less hard, using less energy to circulate liquids around the plant. We've been so impressed with the performance of the fluid, as it not only saves us money, but means we're as energy-efficient and environmentally-friendly as possible. That's at the heart of what we stand for as a brewery."

Kilfrost Chief Executive, Gary Lydiate, said: "Our research and development

chemists have been working on our range of advanced low viscosity fluids for some time, and we've had these products on robust tests at sites across the world to really challenge them throughout the development process.

"Not only is ALV Plus certified as NSF safe for incidental contact with food and beverage, but it offers an absolutely premium performance. We've been absolutely delighted with the early response from food and drink firms

globally, who for the first time ever have been told that they can have both efficiency and non-toxicity. Kilfrost ALV Plus is not simply an advanced low viscosity fluid, but a revolution in heat transfer which removes risk while adding efficiency and reducing operating costs. Needless to say we're delighted to be bringing it to market" he concluded.

For more information visit:
www.kilfrost.com



NEWLY REVIVED, TRADITIONALLY MALTED,
EXCEPTIONALLY FULL-FLAVOURED



A BARLEY VARIETY FROM THE 1800S IS BACK.
CAPTURE THE FLAVOUR OF THE PAST.
CREATE THE FLAVOUR OF THE FUTURE.
CHEVALLIER HERITAGE MALT.

WWW.CRISPMALT.COM
SALES@CRISPMALT.COM
01328 829 391



Water quality issues resolved at UK brewery

The Envirogen Group has installed a bespoke multi-stage water treatment system at a major UK brewery to solve an incoming water treatment quality issue.

This solution was crucial for the client as it needed to overcome flavour taint issues and guarantee a perfect pint! With municipal supplies delivering changeable quality and imbalanced mineral composition, the brewery needed a reliable solution.

"When you're producing a premium product, first-class ingredients are essential," explains Bill Denyer, Director of Food & Beverage at Envirogen. "End users expect a repeatable high quality experience and our customer had this at the heart of its business. Unfortunately municipal water can show huge ranges in mineral composition and in the suspended solid content. Although it will meet the safety standards set for the water companies, the taste can vary widely depending on the location, the time of year and various other downstream issues. Since water is such a major ingredient in beer, even small changes can taint the final flavour."

Denyer continues: "Our customer was experiencing very specific issues with high suspended solid and colloidal matter concentrations. Additional high trihalomethane (THM) content was producing a flavour taint. Analysis of the current plant, and examination of the further plans to

double brewing capability, meant that our engineers could design the solution to fit the existing machinery with the expansion strategy in mind. With a toolkit of some of the best filtration systems in the world, we don't deliver a 'one size fits all' approach. Designing the system to solve the exact problems experienced by the client means that they receive the most efficient solution, and it's often the most cost effective too.

"Appointing a dedicated project manager, with extensive water engineering experience, meant that the customer had one point-of-contact throughout the whole project. Current operational tasks were carefully understood to ensure that installation and commissioning had little impact on the day-to-day delivery. Using 3D modelling software we could demonstrate the entire proposed plant in situ, combining the existing and new technology all within the exact dimensions of the brewery. This ensures that all parties completely understand the planned changes and we can address any variations or issues before manufacturing commences."

Envirogen's solution included a deep bed multimedia iron removal system to remove solid matter, reducing the backwash frequency and increasing capacity; a 24-hour steam sterilisable duplex carbon filtration system – to reduce THM and chlorine and destroy microbes; a 75m³ storage vessel to



accommodate buffer store when water supply varies in volume and quality (pictured above being delivered); PureChlor chlorine dosing system to control microbial content in storage vessels – without introducing further flavour changes; Reverse Osmosis systems to further increase the water quality as well as recycling water for reuse; Ongoing service and maintenance contract for peace of mind and optimum operational efficiencies.

The entire plant was built with scalability in mind, future-proofing the plant for expansion. The brewery's engineering manager commented: "Envirogen's knowledge and experience within the beverage industry is excellent. They understand the way we operate, the standards and quality we require and as a consequence have provided us with an efficient, cost effective water treatment solution."

For more information visit:
www.envirogen.com

eSight Energy named as Top 10 provider

An independent review conducted by Business Energy has highlighted eSight Energy as one of the top 10 Energy Management Software providers.

The review pointed out that eSight Energy is perfect for an international company as well as also being ideal for smaller businesses, as the software is scalable for those who cannot justify a large system. Other aspects of the

software highlighted are the web-based nature of eSight, meaning it can be accessed anywhere, and its worldwide capabilities to work with multiple currencies and cultures.

The author, Alex Loijois, states that, "eSight directly converts a company's consumption data into monetary units, making it easier to digest. One thing that really sets it apart is its ability to set up a revenue contract, which is meant to be used in tenant billing. A global company

could probably take advantage of eSight's international data focus."

eSight Energy provides energy management solutions through a network of resellers and systems integrators. Products from eSight Energy allows organisations to cut energy consumption, reduce costs and lower CO₂ emissions.

For more information visit:
www.eSightenergy.com

Sometimes it pays to wait...

Buy now for October delivery
and make **huge savings** on your order!



The best things really do come to those who wait!

Pre-order your space on our next container shipment
to benefit from this exclusive offer.

☎ 01933 412220 / 07415 121601
✉ info@crusaderkegsandcasks.com

CRUSADER[®]

crusaderkegsandcasks.com

*Minimum order 100 units. Offer only available on 9 gallon casks and 30 & 50 litre kegs. Prices exclude delivery & VAT.

Report highlights the need for effluent contingency planning

According to an independent study commissioned by Siltbuster Process Solutions, 30% of companies in a mix of industries including the food and drink sector have had a significant effluent treatment problem in the past year which has put their compliance at risk, with effluent treatment plant failure or breakdown the most common cause (31%).

The independent study - UK Industrial Effluent Treatment - among production directors and engineers responsible for over 156 manufacturing sites in the UK, identifies a lack of investment, production pressures plus poor understanding of the interplay between production and wastewater treatment as lying at the root of the problem.

A third of the companies questioned said investing in waste treatment plant is a

priority, however 28% of production heads report that their treatment plant is significantly under-invested in. 41% of the companies last invested in the plant more than five years ago and 23% more than 10 years ago. 15% argue that this is because the board is only interested in investing in production lines; a further 13% say that effluent treatment is viewed as a boring area which management doesn't want to think about.

Rich Matthews, general manager of Siltbuster Process Solutions, said: "According to our research 28% of production sites routinely suffer from treatment problems which are directly due to spikes in production. These companies don't have enough effluent treatment capacity, yet most are under pressure to further boost production. In such a situation, something has to give - and if care isn't taken that could be compliance!

"Stopping production is an absolute last resort which no drink company wants to face.

Contingency planning not only helps prevent and manage the effects of emergencies, but by making companies better aware of the options open to them, the financial impact can be reduced when they do occur," concluded Matthews.

To help companies, Siltbuster Process Solutions is running a series of training courses on contingency planning around the UK from October.

For more information visit:
www.SiltbusterProcessSolutions.com



Two new appointments at Holchem

Holchem, a UK leader in hygiene technology solutions, has boosted its Brewing and Beverage division with the appointment of Peter Thorman as UK Sales Manager Brewery & Beverage and Moyra Williams as Technical Sales Consultant

Holchem has developed specialisms over the past 30 years in maintaining and managing technical cleaning solutions across the industry from large scale breweries, microbreweries and, increasingly, the growing number of successful craft ale producers. Peter will head up the experienced team that covers the UK and international customers.

Peter is a Master Brewer and he started his life long passion with brewing with a

home brew kit. He went on to gain a BSC Brewing and Microbiology from Heriot Watt University and worked in the brewing industry for 14 years in a number of technical and managerial roles including managing projects here in the UK and with international brewing groups. He is also a trained auditor in Quality and Systems and Environmental.

Moyra started her career in the industry when she also gained a BSC in Brewing and Microbiology from Heriot Watt University and then went on to work as a brewer in the south of England for over

15 years. She then transferred her skills to the other side of the world where she worked for Domaine Chandon winery in the Yarra Valley in Australia.

Commenting on the appointments, Holchem managing director, Simon Bell, said: "We're delighted that we have appointed both Peter and Moyra who come to Holchem with a wealth of experience between them. They have known each other a number of years so it's a real coup for us to be able to bring them together as a team again, as their combined knowledge of the industry is second to none. Both of them bring with them fantastic technical knowledge having worked in breweries and wineries both here and abroad. Peter's work as an auditor also gives us additional expertise in the sector as we continue to grow our customer base."

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



EST. 1872

CROXSONS

William Crosson

A FAMILY OF PACKAGING



SUPPORTING BREWERS, ROUND AFTER ROUND



COLLABORATION



DESIGN



CONTAINER



CLOSURES



DECORATION



LOGISTICS

Hot new product from Purple Mustard

Introducing...the brand new Photographic PVC Bar Rail from Purple Mustard! This latest product from the team has been a hit with brewers and venues since it was unveiled at the SIBA event in Sheffield in March.

The new, phthalate-free PVC Bar Rails are available in two popular sizes, both with a large branding area to the centre



for breweries to include their own full colour designs.

These custom-printed bar rails are available from only 20 units and can be available for delivery, printed with your design, in under 10 days.

Andrew Wheeler, sales & marketing Director at Purple Mustard, added, "The Photographic Bar Rail has made a great addition to the range of POS that we offer our customers. Previously, high order quantities and long lead times have kept moulded PVC bar rails out of reach for



smaller brewers but this product offers them a fantastic alternative solution, with flexible ordering volumes to suit their needs."

For more information on the new Photographic PVC Bar Rail, contact the Purple Mustard team on enquiries@purplemustard.co.uk

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

Cyclops moves to Cask Marque management

After a successful 10 years of establishing itself as the industry's preferred tasting note system, Cyclops is set to find a new home under the management of Cask Marque.

David Bremner, director of marketing for Robinsons Brewery and one of the founders of Cyclops, explains: "We originally developed Cyclops to help licensees, staff and customers understand more about the different sorts of beers they were buying, selling and drinking. With 400 breweries and 2,500 beers – representing over 90% of cask volume – I think we can all agree it has been a great success. In truth, Cyclops had outgrown its home, but thanks to Cask Marque, with its focus and proven record in improving beer quality and staff training, we have a great new steward of our independent scheme."

For the past decade, a steering group of senior representatives from SIBA, CAMRA and Cask Marque (amongst others) have

**Cyclops[®]
Beer**
Discover your beer sense

nurtured the revolution and evolution of Cyclops. David continues: "The future of Cyclops is in very safe hands. The facts are that it increasingly needed more day-to-day focus to optimise the reach of the project. There have never been more brewers or pub companies engaged and the likes of Punch, Heineken, Carlsberg, and M&B now all use Cyclops to help them market an increasingly diverse beer selection to their licensees. Equally, Cask Marque use Cyclops as a key pillar in explaining beer styles to bar staff and is used on the CaskFinder app. To provide this ongoing focus we needed a partner that had the full-time resource to meet the demand of our customers."

Paul Nunny, Director of Cask Marque, continues: "As we further develop the CaskFinder app to include pump clip recognition it is important that all beers are Cyclopsed as this will be used by the app to describe the beer. In future there will be no cost to brewers to have their artwork and their beer descriptions on Cyclops and this should encourage the whole industry to use Cyclops as a marketing tool."

David Gwilliam, Beer Category Manager at Carlsberg, has supported Cyclops to date and has pledged to continue to do so: "Since the foundation of Cyclops,

Carlsberg have ensured that breweries provide Cyclops tasting notes for our Tapsters Choice Ale Programme. This helps us present ever more diverse and interesting beers in a consistent way which in turn helps licensees build a balanced range and informed recommendations across the bar. The move to Cask Marque as a home can only be good for the future of this scheme in order to provide the necessary resource to recruit more breweries whilst remaining an independent company. The removal of any annual costs for the brewers will lead to even wider participation."

Brewers are invited to use the new easy-to-use website to describe their beers using a collaborative series of descriptions for the look, smell and taste of the beer and select the balance between maltiness to hoppiness. These descriptions will then be available not only on the website but also via seamless integration with the CaskFinder app.

For more information on how to add a beer or a brewery listing to Cyclops please contact Cask Marque on 01206 752212 or via email info@cask-marque.co.uk

For more information visit:
www.cask-marque.co.uk

**PREMIUM METAL PUMP CLIP AND BESPOKE
HANDPULL DESIGN AND MANUFACTURE**



www.willispublicity.co.uk
01582 764040
carl@willispublicity.co.uk
tom@willispublicity.co.uk

WILLIS
P U B L I C I T Y

MANUFACTURERS &
INNOVATORS OF BRANDED
POS & PREMIUMS



Helping brands stand out from the crowd

Part of the Celli Group, ADS2 Brands and Angram offer a range of dispense equipment and branding solutions to help attract consumers, stand out on the bar, and sell more of what you brew or serve.

For brewers, brand owners, pubs, clubs and bars, the two companies specialise in eye-catching fonts, beer engines, taps and tap handles, branded glassware and more.

For kegged beers and ciders, you can choose from a complementary range of

dispense fonts, including single and multi-tap towers, T-bars and mid and low liners. Competitively priced, available in low quantities and embracing a wide range of styles, most can be supplied in variety of finishes and customised too, giving brands a fresh and unique presence on the bar.

And for cask ales, Angram offers its world-renowned beer engines, which are made from the finest materials and combine elegant styling with faultless, long-term performance. Accounting for an estimated seventy-five per cent of the beer engines used in the UK, they set the standard others follow.

To build brand awareness and raise visibility further still, most ADS2 Brands and Angram fonts, beer engines and tap handles can be customised (painted, plated, polished, printed, laser etched or vinyl wrapped), or adorned with gel badges or lenses that are printed in-house.

Should you require something completely unique, ADS2 Brands

and Angram also specialise in bespoke design, and offer all of the resources and skills needed to create iconic fonts, beer engines and point-of-sale for more meaningful and memorable brand experiences on the bar.

And because not all brand choices are made at the bar, you can also benefit from the specialist glassware branding service provided by ADS2 Brands. It offers a range of glass designs and branding processes, fast turnarounds and low minimum order quantities, providing yet another way for brands to engage with consumers in what is an increasingly crowded and competitive marketplace.



For more information visit:
www.ads2brands.com

Customise your brand with Atlantic

Atlantic has been a leading supplier for servicing and the repair of dispense products for over 30 years.

The company has 90 technicians working from its own depots which are strategically spread across the UK. In addition it has its own fabrication workshop where it develops and markets products for the market place.

The latest products from the fabrication department include:-

- Personalised stainless steel drip trays (pictured below) that are produced



individually for venues or breweries. They can offer a unique look to the bar top.

- Light House Fonts (pictured right), that display the product through the top window.
- Mobile bars and temporary marketing bars, with or without service cover.

Atlantic has never been just an equipment supplier. It builds and design specialist equipment, and then installs and services the equipment, along with providing training for owners and managers. Atlantic offers technical services across the country from small under-counter setups to complete stadium installations.

If you need help setting up for a special event, then speak to Atlantic's event team, which can provide everything from the standard bar set-ups, to fast-pour units. If you are trying to get a special



look for dispensing your brand, then contact Atlantic who can design and build unique fonts for your brand. If you do not want to be mainstream then your product could be dispensed through your own designed fonts.

Email the company at sales@atlantic.org.uk or visit the website.

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



ads2 brands



HELPING BRANDS STAND OUT FROM THE CROWD

If you need to cut through the noise of the competition, set your brand apart and sell more, we can help. At ADS2 Brands, we specialise in branded glassware and point of sale that catch the eye, establish brand quality and influence choice. We are fast, reliable and value driven, and help brands to attract consumers and grow. Call 01536 311860, and let us show you how great design and branding means great business.

- ✓ **Branded Glassware**
- ✓ **Tap Handles**
- ✓ **Fonts & Taps**
- ✓ **Lenses & Badges**
- ✓ **Branded Bottles**
- ✓ **Resin Pump Clips**
- ✓ **Bespoke POS**
- ✓ **Design & Print**
- ✓ **Logistical Support**

Rudd Macnamara introduces a range of POS signage products

Rudd Macnamara has introduced a new range of signage products

Leading the range are the 'wall tackers'. New to the English lexicon, wall tackers are popular signs used mainly for decorative and promotional purposes by breweries, drink brands, restaurants and pub chains. They are used in the USA in the craft ale community and becoming popular here in the UK and Ireland. Highly visible in bars and restaurants, they are a great way for brewers to gain some brand visibility without having to compete in that more traditional space on bar. They also make great collectables for beer enthusiasts!

Says a spokesperson for the company, "In the spirit of good relations with our future trading partners across the Atlantic, Rudd Macnamara has started making them here in the UK. For an embossed sign they can be any shape and print up to A3 size. Rudd Macnamara is very experienced in printing and forming metal so is ideally



placed to produce a high quality sign. So no need to go to our friends across the Atlantic, as you can buy them right here on your doorstep."

Embossed wall tackers can be bought in any shape and size up to A3, and printed in four colour process or spot colours. All that is required is the correct artwork format.

Non-embossed larger metal signs can be produced. All metal signs can be tailored

to suit indoor use and for harsher environments. Rudd Macnamara is also offering signs printed to a mirror effect plastic, which is already producing some striking images.

To enquire about signage contact Val Smith on 0121 523 8437 or email your enquiry to enquiries@ruddmacnamara.com.

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

3D bespoke pewter clips

Just Peel is offering stylish, collectable, hand-made, high quality 3D pump clips, made from pewter and manufactured in the UK.

The company controls every stage of the manufacture from the initial design, sculpting of the master, the casting, the electro-plating and the application of colours by hand.

With no minimum order quantity, Just Peel can deliver pewter pump clips within 4-6 weeks, and can also offer a stock call-off service.

Call on 01405 862963 to discuss your requirements or email sales@justpeel.co.uk

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



MANUFACTURED IN THE UK

HAND CRAFTED BESPOKE PUMP CLIPS MADE FROM PEWTER

THE justpeel GROUP

3D DETAILED EFFECT





STOCK CALL OFF AVAILABLE

NO MINIMUM ORDER QUANTITY




DELIVERY WITHIN 4-6 WEEKS

WWW.JUSTPEEL.CO.UK | 01405 862963 | SALES@JUSTPEEL.CO.UK

PUMP CLIPS
YOUR ONE STOP SHOP

With over 125 years of manufacturing experience, Rudd Macnamara is your perfect choice for pump clips. Available in any design and finish!

Benefits of Rudd Macnamara:

- Bespoke solutions for all types of pump clips from foam board through to premium metal
- Electro plated, paint sprayed, woodgrain, slate, and any other finish you can think of
- Concept to reality service
- Experienced manufacturing and print company
- Produced here in the UK to the highest quality
- Competitive tooling costs
- Unparalleled print options for outstanding quality




EMAIL NOW FOR A COMPETITIVE QUOTE

RUDD MACNAMARA

0121 523 8437
beerbranding.co.uk
enquiries@ruddmacnamara.com

Advanced Packaging Materials

THE UK'S LEADING SUPPLIER FOR LOW VOLUME PRINTED BOTTLE BOXES WITH NO SET UP COSTS!






Boxes available both plain and printed

- 3 Bottle x 330ml
- 4 Bottle x 330ml
- 6 Bottle x 330ml
- 3 Bottle x 500ml
- 4 Bottle x 500ml
- 6 Bottle x 500ml
- 1 Bottle x 750ml
- 4 x 330ml cans
- 6 x 330ml cans

Packaging specialists to the Brewery and Cider Industry

Advanced Packaging Materials
16a Cowley Road, Blyth Riverside Ind Est, Blyth, Northumberland, NE24 5TF
Tel: 01670 546677 email: advpack@btconnect.com www.advpack.co.uk

Stock Boxes

- 12 x 330ml with dividers
- 12 x 500ml with dividers
- New
- 12 x 330ml Bubble Boxes
- 12 x 500ml Bubble Boxes
- 3 pint Poly Pouches

LemonTop produces new look for Stannary

LemonTop Creative has undertaken a branding update assignment for Tavistock-based Stannary Brewery.

Chris John & Garry White created Stannary Brewing Company in April 2016, and in August of that year they further expanded by opening a taproom where people could share in their passion. They now boast a range of nearly 20 beers that are brewed throughout the year in a variety of different styles from pales to porters and IPA's to Saison's.

Chris knew the time was right to update Stannary's branding and decided to ask LemonTop to create a bright, eye-catching design for the pump clips and bottle labels. He wanted the brand to be instantly recognisable, with a consistent image across the whole range. After experimenting with different illustrative styles and a variety of shapes, LemonTop decided to echo the logo and use an uncomplicated circle as the basis of the designs. The reason was simple. A return to a traditional circle would stand out against the many beers on bars today that use unusual shapes and die-cuts.

Until recently it has been the industry standard to educate drinkers that good beer should be clear beer. Stannary Brewing believe 'Real Beer is Not Clear!' They believe yeast and hop compounds left suspended in the beer bring more flavour so why get rid of them?

Consequently all Stannary beers are unfiltered, unfiltered and served with a natural haze. This was illustrated on the designs LemonTop created using a colourful, abstract, swirling pattern as a background. Each beer used the same consistent background image but with variations in colour to differentiate between the beer styles and tastes. Again, the simplicity of the design helps Stannary to stand out against the crop of complicated illustrations many other brewers are using.

The same formula was applied to the bottle labels. Keeping text to a minimum



and using circular shapes throughout the design meant the labels were clean and uncluttered, yet bold and eye-catching. Although the style is consistent across the range, the variation in colour gives each bottle it's own unique look.

Throughout the process, Chris and Garry were open to ideas and gave us all the input we needed to create something that would stand out on a busy bar. This bold and colourful style was extended across a range of different promotional items from Table Talkers through to Magazine Advertising, giving the whole brand a unique and striking identity.

For more information visit:
www.lemontopcreative.com

T&J boost for wine sales

T&J has supplied a 12-bottle wine dispenser system to a leading drinks retailer.

Harvey Leonards Wine and Ale Tasters, in Glossop, Derbyshire, is a licensed boutique that operates both an off-trade and on-trade wine and beer offering. Four years ago, Harvey Leonards had a 6-bottle By The Glass wine dispenser. T&J has supported the installation here, providing maintenance whenever needed, and Harvey Leonards recently decided to have an additional 12-bottle system installed.

Following the initial installation's success, Harvey Leonards wanted to increase the number of wine dispenser units on site – having already brought this totally unique opportunity to the people in the area. By The Glass wine dispenser systems offer people the chance to sample fine boutique wines in

their own time and in a relaxing environment.

The new By The Glass installation by T&J, features a card reader and sits within a custom-made case. It gives customers the option to both 'try before you buy' and serve themselves in their own chosen measures.

The wine-by-the-glass concept revolves around two core hospitality values: firstly, that customers have a desire for choice and quality, and secondly, that they are willing to spend more if those desires are met. T&J's installation of By The Glass allows Harvey Leonard's to have a range of samples on offer, entirely chosen by them, at optimum serving conditions. This forms part of the outlet's continued drive to offer a personal service and let customers sample the produce of a lot of small boutique vineyards that aren't normally accessible.



Steven Leonards, owner of Harvey Leonards, said: "By The Glass has acted as an excellent sales tool for us, as a shop. With customers now able to easily sample the wines we have, it's helping them to find out which wines they want to buy. As a result of this, our bottle sales are up. It breaks down so many barriers and allows you to be your own judge. As a sales tool it's invaluable, you can try different grapes and wines that you have never had before, and not just stick to the same price range."

For more information visit:
www.tandjinstallations.com

LemonTop

Celebrating
5 years
of
**Great
Branding**
for
**Great
Beers**

Are you fully
promoting
your beer, your
brewery & your
business?

If yes, you should be able
to tick this checklist

- Logo Design
- Pump Clips
- Website
- e-Commerce
- Brochure
- Bottle Labels
- Beer Mats
- Bar Runners
- PR
- Packaging
- Corporate Video
- Exhibition Stand
- Merchandise
- LemonTop Creativity



LemonTop

**YOU
BREW IT,
WE
BRAND IT.**

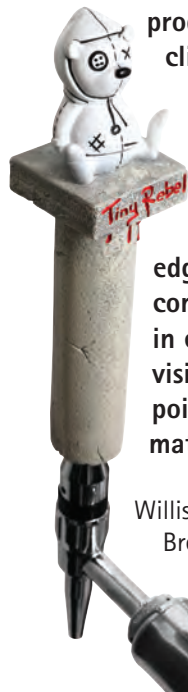
We are currently
working with
**over 100
breweries**

**WE'D LOVE TO WORK WITH YOU
GIVE US A CALL ON 01325 311177
OR EMAIL HELLO@LEMONTOPCREATIVE.COM**

For inspiration, visit www.LemonTopCreative.com/our-work

Willis creates striking look for Tiny Rebel

Willis Publicity is a leading UK producer of premium pump clips and tap handles for the drinks industry, working with a large range of brands from big name traditional brewers to cutting edge craft beer companies and specialising in enhancing brand visibility with eye-catching point-of-sale material.



Willis is working with Tiny Rebel Brewing Co., a progressive and exciting craft brewery from Newport in Wales which is receiving wide acclaim for

pushing the boundaries with its cask and keg ranges.

Tiny Rebel asked Willis to produce a tap handle to increase visibility on bars and carry its striking branding. Willis' design team produced a range of concept sketches to act both as a launch pad for TR's design team and an indicator of its manufacturing capabilities.

Willis then received a design concept featuring the iconic Tiny Rebel bear sat on top of an industrial concrete pillar daubed with the brewery's graffiti style logo. Willis then art-worked and interpreted the design with its design and manufacture facilities.

The first process was to create a concrete effect pillar for the Tiny Rebel bear to sit on. This would act as the main body of the tap handle and, due to its height,

allow the object to stand out. It was important that this be achieved as a rough industrial texture.

The next action was to sculpt a 3D model of the Tiny Rebel bear to sit on the pillar. Through multiple sampling stages Willis refined the model and achieved a 3D representation of the logo.

The master pattern was then put together, which was used to create silicon moulds. From the moulds, the tap handles were cast in resin and painstakingly finished by hand.

For more details contact Carl Andrews on 01582 764040 or email carl@willispublicity.co.uk

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

Bespoke dispense systems from EWL

As well as stocking and supplying a large range of new and reconditioned generic beer fonts, EWL can also design and manufacturer bespoke dispense systems from almost anything – a fire extinguisher (see picture) to a wardrobe, a trike to a samovar.

Working in partnership with Heineken UK, EWL was recently asked to design and develop a bespoke beer dispense solution for use at a host of summer festivals such as Goodwood Revival and British Summer Time in London's Hyde Park.

Starting with only a "Trike", in just a few weeks EWL designed and manufactured the whole beer dispense system, including bespoke fonts with working pressure gauges, electricity free cooling system and no gas cylinder enabling its customer to deliver a unique beer dispense experience to their consumers.

EWL stocks and supply a huge range of spare parts and on-bar dispense equipment. The company has a product

range of several thousand SKUs, including well-known brands such as John Guest and Cornelius Beverage Technologies, many of which can be ordered via EWL Online for next day delivery.

EWL can also create customer specific web portals to provide a more streamlined ordering process for its customers.

For over 35 years EWL has been supplying the brewing industry with a wide range of dispense equipment, with a focus on quality, service and innovation. An experienced in-house team enables EWL to keep ahead of the field in delivering new and innovative ways of dispensing draught products.

The team handles every step of the process from end to end to make sure you get exactly what you require, turning concepts into reality.

Well known for traditional wooden handpulls, EWL also works with clients to design and manufacture bespoke units to create a real point of difference on the

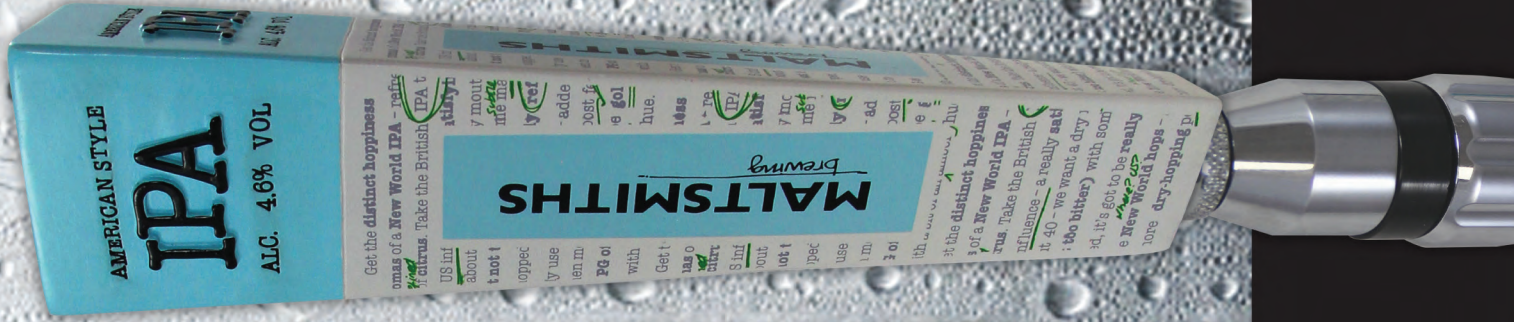
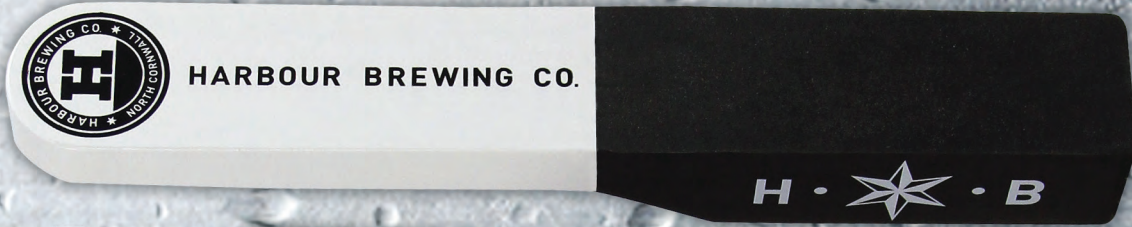
bar. EWL also now supplies all types of branded lenses – fish eye and flat, round and oval – along with bespoke shapes and sizes, and they can be produced in low volume runs, and so ideal for guest and seasonal products.

A branded tap handle is also important to make brands stand out from the competition on the bar. EWL designs and produces bespoke handles for both cask and keg products in many different materials including wood, resin, metal and ceramic.



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

TAP HANDLES
CONCEPT • DESIGN • PRODUCTION



www.willisplicity.co.uk
 01582 764040
 carl@willisplicity.co.uk
 tom@willisplicity.co.uk

WILLIS
PUBLICITY

MANUFACTURERS &
 INNOVATORS OF BRANDED
 POS & PREMIUMS

City Dispense launches rapid-response London service

Leading supplier of drinks dispense systems to the hospitality industry, City Dispense, has introduced a rapid response unit to achieve the quickest, most comprehensive coverage of London.

The firm has an extensive UK-wide footprint, operating from locations in Romford, Dartford and Luton and is introducing the rapid-response unit to strengthen and improve its coverage of the Greater London area.

In a bid to avoid congestion and parking issues, engineers will travel on motorbikes carrying a vast range of commonly required parts to solve any conceivable drink dispense issues

City Dispenses has rolled the service out as part of a company wide effort to reach call-outs within 2 hours on average.

Andy Fletcher, managing director at City Dispense said: "We're always looking for new ways to improve our service and the new technicians on motorbikes are already slashing response times across

London, proving that the new service already gives us the competitive edge.

"The bikes allow much more flexibility than a van, as they can be parked up with ease, even in busy city centres. This is particularly important for bars and pubs in central London where it can often be difficult to park a van and transport the equipment around.

"We're thrilled to introduce the new rapid response unit in London and we've already received exceptional feedback from customers who've been impressed by the response of our technicians, so we hope it is the start of things to come.

"We're dedicated to providing a reliable and efficient service for our clients, so we hope that the new rapid response technicians can further strengthen our reputation in the industry



"Moving forward we would urge anybody running a pub, bar or restaurant in London to get in touch regarding any dispense problems for the quickest fix in the city."

Established more than 25 years ago, City Dispense works with high-profile clients such as Greene King, Young's Pub Co., Air Products, Molson Coors, Bibendum-Instil Drinks and Meantime Brewing Company throughout the UK.

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

Brewing & BEVERAGE INDUSTRIES BUSINESS

Showcase **Features**

PRODUCTION EQUIPMENT

New and pre-owned brewing and distilling, plus wine, cider and beverage manufacturing, equipment available in the UK.

IT & BUSINESS SYSTEMS

Hardware and software designed to smooth administration and production flow, including cask tracking applications.

HYGIENE & RESOURCES

Companies providing power and other resources, plus products and services to help meet hygiene regulations.

SALES, WHOLESALE & DISTRIBUTION

Drinks wholesaling and distribution, plus associated sales consultancies.

The **Winter** issue
will be published in
DECEMBER 2017

EDITORIAL DEADLINE : Thursday 2nd November
ADVERTISING ARTWORK: Tuesday 7th November

BEER BOX SHOP

.CO.UK

NEXT DAY SHIPPING!

WHEN YOU ORDER ONLINE BEFORE 1PM



* Next day shipping available on stocked items only. Excludes weekends and bank holidays.

BESPOKE...



AVAILABLE NOW!

SEASONAL BOXES

CHRISTMAS GIFT BOXES

Available for 3 bottles, 330ml or 500ml

Min order qty - Only 100

BEER ADVENT CALENDAR

24x bottle advent calendar. Suitable for 330ml and 500ml

BEER CRACKER

Suitable for cans and bottles

Min order qty - TBC



HIGH QUALITY PRE-PRINTED GIFT BOXES

Available for 3 bottles, 330ml or 500ml

Min order qty - Only 100

PLAIN GIFT BOXES



PLAIN GIFT BOXES FOR BOTTLES

- 3 BOTTLE
- 4 BOTTLE
- 6 BOTTLE

330ml or 500ml

Min order qty - Only 100

HIGH QUALITY BESPOKE PRINTING 1-4 COLOURS

Available on our entire range of boxes

Min order qty - Only 1000



SHIPPING SOLUTIONS

SUPER SHIPPER™ COURIER BOXES

Strong, double walled and suitable for courier delivery services. Available for 12 bottles, 330ml or 500ml

+ Many more shipping solutions available.

Min order qty - Only 50



SELF DELIVERY TRADE BOXES

In stock and available for:

- 12 and 24 bottles 330ml or 500ml
- Cans 12 and 24

Min order qty - Plain 100
Bespoke printing or size 500



OTHER PRODUCTS -

- CAN TUBES
- 2 BOTTLES + GLASS GIFT BOXES
- CAN GIFT BOXES
- AMERICAN STYLE CARRIERS



SALES@BEERBOXSHOP.CO.UK



@BEERBOXSHOP

TEL: 07734 429850
WWW.BEERBOXSHOP.CO.UK

COLORSCAN

IMAGING PRODUCTS LTD.

THE UK'S LEADING
MANUFACTURER OF
PUMP CLIPS

- Prices include push-on fixings
- Wide range of alternative fixings
- Available on white & black plastic
- Optional rear facing tasting notes
- Curved finish option
- Design service available

*NO DIE CUTTER
REQUIRED FOR
MOST SHAPES*

*VERY FAST
TURNAROUND*
(*see below)

PUMP CLIP FIXINGS

Sample pack
available
on request
containing all
fixings available

PRICE
BREAKS
FROM
50 TO
1,000

ADD A
RESIN
COAT
FOR
PERMANENCE

ADD A
METALLIC
FINISH
GOLDS, SILVERS
& ANY OTHER
COLOURS MADE
TO SHINE!!

ONLY **10p**
EXTRA

* Standard pump clips - typically 3-4 working days, but
can be **next day on urgent orders**.
Metallic pump clips - typically 5 working days.
Resin coated pump clips - allow 7-10 working days.

**NEW
SERVICE**

KEG LENSES

“Colorscan has invested in the latest printer technology to produce the very best quality at competitive prices.”

FISH-EYE (oval or round)

- *Any quantity*
- *Fast turnaround*
- *Low prices*
- *High quality finish*



FLAT 6mm Thick (oval or round)

tel: 01283 511127 email: info@colorscan-imaging.co.uk

Colorscan Imaging Products Ltd, Reformation House, Second Avenue, Centrum 100, Burton-on-Trent, Staffordshire, DE14 2WF

Digital cutter investment boosts Colorscan

Colorscan Imaging Products, the well-known specialist printing company that produces pump clips for well over a thousand breweries in both the UK and overseas, has improved its service to brewers by investing in digital cutting to compliment its digital printing.

Keith Forster, MD, commented, "Digital cutting has been around for a number of years and some years back we trialed a machine but the cut quality was not to the same standard as die cutting, so we reverted back to dies. However, we have now sourced a digital cutter that does not suffer from the many problems seen previously. Poor cut-to-image registration was an issue which has now been resolved with ultra accurate cutting. More importantly, it

does not have excessive over-cut when going into tight internal corners. Furthermore, it cuts thick rigid plastic whilst many others are restricted to thin or non-rigid plastics. We have been so pleased with the initial trials that we have just placed an order for a second machine which will be delivered mid September, with a third machine coming in the new year. It is anticipated that over 90% of new shaped pump clips will be suitable for this type of cutting, eliminating set-up costs completely for most jobs."

Another area of marketing that Colorscan has invested heavily into over the past year is keg badges and lenses. Colorscan now has a dedicated printing line for keg lenses using the very latest digital printing equipment. Keith Forster added, "Quality is our primary goal and

our new printer is simply the best available on the market at present for printing clear acrylic lenses. Inks are vibrant with

good density to combat the 'burn-out' that can occur on LED illuminated fonts and have great adhesion to acrylic."

Keg lenses are available in both flat 6mm acrylic and the acrylic 'frog-eye' lenses. Using the latest digital printing technology enables Colorscan to produce lenses economically from just one single house beer lens to many thousands for mass market beers and ciders.

Keg-Fix, launched last year as a way of placing a cask ale style badge onto a keg font, is also growing in popularity. Forster stated, "Whilst many cask ale style badges are too large and need to be reduced to around two thirds size for keg fonts, we can now produce the smaller size with our digital cutting thus eliminating set-up charges relating to both new artwork and die cutters. The Keg-Fix system is also proving popular with traditional acrylic badges on pub company seasonal programmes, allowing the rapid change of the badge without the use of glue or foam gaskets."



Colorscan Imaging Products 42,000 sq. ft factory is dedicated to the manufacture of pump clips, keg badges and labels for the brewing industry

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

Be relevant to create bar presence Says Myles Pinfold, WPA Pinfold

USA craft brewers have grown in number from 100 to over 5,500 in 36 years and, more significantly, there are another 2,700 in the pipeline. This growth has not exactly matched that of Silicon Valley, although it has had a pretty good go at it (Moore's Law comes to mind) – no wonder the computer group that Steve Jobs and Steve Wozniac first pitched to was called the Homebrew Computer Club...

Why is this relevant? As we know, the 'beer revolution' originated in the States and like our weather systems, what happens over there has a tendency to come this way. There are over 2,000 brewers in the UK and there is probably a significant number of new brewers in the

cylinder here too. For brewers both sides of the Atlantic, the big issue going forward will be maintaining equity. For Silicon Valley, semiconductors have probably reduced in price at a similar rate as the volumes have increased. Whilst, in the craft beer sector, retail prices have held, or even increased.

As the market matures, competition for a place on the bar is increasing. We have been doing a lot of trade insight research recently and the general consensus is that there is too much confusion and too much choice – all but the mega brands are struggling to get traction. Building brand equity is key – both in terms of adding value and creating a strong consumer fan base.

For the smaller microbrewer, the opportunity is to focus on provenance, to

capitalise on the consumer trend to buy local – even one of my American brewer friends was lamenting the fact that drinkers prefer to buy local brewed beers, when his beers are better quality. However, the mid-sized brewers will increasingly feel the squeeze (the larger brewers have economies of scale to play with) and to survive and grow over the forthcoming years, they need to ensure that they are relevant – to both their market and their brand.

In today's crowded bar landscape, you need to understand your value proposition and invest in brand differentiation. Your brand needs to be all about being recognised and standing out from the crowd – not being a 'me too'!

**For more information visit:
www.wpa-pinfold.co.uk**



MADE FOR DRAUGHT.

Craft beer is on the rise and it's never been more important to stand out. As the global leader in the design and manufacture of bespoke tap handles, we will help you showcase your brand and sell more beer.



The hidden costs of running a brewery

There's no doubt that running a business can be costly and running a brewery is no exception. All breweries are unique and have their own distinctive running costs. Aside from the obvious operational costs, there's the essential key running costs such as staff, general upkeep, utilities, telecommunications, insurance, etc. And of course, more recently in the news, water and rates.

April of this year saw the deregulation of the UK water market. Available to businesses with qualifying premises, water is sold in a similar way to gas and electricity, with wholesalers selling water services to licensed retailers. Although the water supply stays the same (there may be the option to choose one supplier for your water and another for your waste water),



meter readings, bills and customer services are handled by the new vendors. Increased competition means better rates and gives businesses the freedom to commission the retailer that best suits their needs.

Offering competitive pricing, businesses are benefiting from:

- Reduced bills and charges
- Simpler bills and payments (one bill – great for businesses with multi sites)
- Better value for money
- Improved customer service

Occupying a building (or part of one) that you use for non-domestic purposes, will mean that you'll more than likely be required to pay business rates. This year also saw a rate rise for many businesses across the UK. Does this apply to you? What if you disagree with the amount that has been

set? The good news is you can appeal. However, in line with the rate increases a

new appeal process has also been introduced, making challenging rateable values more time consuming, not to mention costly.

Business Savings Experts understands the importance of budgeting and is happy to help, not just in this specialist area, but in reducing business costs of essential expenditure generally.

BSE works with a number of brewers across the UK and has saved them an average of 23% on their energy bills alone. As part of the service, BSE carries out the tendering and negotiation as well as completing all the necessary paperwork. There are no hidden extras and what's more, there's no charge for these services – all clients retain 100% of the savings.

If you'd like to know more, call 0333 313 0090 or email:

admin@businesssavingsexperts.co.uk

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

Tailored brewery insurance coverage and emerging risks

Clarke Dove Insurance Brokers provides exclusive access to a bespoke insurance product aimed specifically at brewers, underwritten by a leading insurer.

This policy automatically incorporates a number of innovative and specific industry extensions not available from 'off the shelf' insurance products. This includes a very wide Business Description to incorporate cover for the many different events attended by brewers and can easily be extended to include onsite Brewery Taps.

As every brewery is unique, the policy can be tailored to meet your individual requirements, to ensure you are only paying for the cover you need.

Clarke Dove is a commercial insurance broker based in Nottingham, providing expert insurance advice on an impartial

basis for over 30 years on a nationwide basis. As one of a relatively few number of independent brokers who have a dedicated claims department, the company has developed strong relationships with insurer claims teams and loss adjustors alike. By creating such relationships it puts itself in the very best possible position to aid negotiation of speedy, equitable claim settlements for its clients.

Clarke Dove's Brewery policy combines the knowledge and experience of business professionals, brewers of all sizes and insurance partners, to create insurance coverage which has strength in depth that evolves with your business to meet your needs over time. In addition to offering the usual range of covers that you would expect such as property, business interruption, money, goods in transit and liabilities, the policy also responds specifically to risks

facing the brewing industry.

As you will be aware, an ever-changing business environment brings with it new and emerging risks, including 'Cyber Liability' and sophisticated online crime. With this in mind the company is embarking on a programme of communicating topical and relevant matters to its valued clients. This includes the company's new quarterly newsletter, Covernotes, the Summer 2017 edition of which is now available.

If you have any questions about insurance solution for brewers, or would like to subscribe to Covernotes, call Andy Clarke or Matt Bryan of Clarke Dove (Insurance Brokers) Ltd. on 0115 962 0855, or visit the website and click on Contact.

For more information visit:
www.brewery-insurance.co.uk

Saving money
in **your** business
is **our** business!

No charge for our services

Clients retain 100% of all savings realised

Free no-obligation review

Call us on **0333 313 0090** or visit
businesssavingsexperts.co.uk

business savings
experts

- Gas
- Electricity
- Telecommunications
- Insurance
- Water
- Finance
- Rateable Values
- Car and Van Leasing
- B2B Supplies

 Clarke Dove

Professional service coupled
with global expertise



WILLIS BREW

Tailored brewery insurance cover
in your language

- ✓ A comprehensive bespoke policy
- ✓ Automatic extensions of cover specific to the Brewing Industry
- ✓ A dedicated and passionate team to manage your insurance requirements and claims

Please contact Andy Clarke: 0115 9628339,
or Matt Bryan 0115 9628331 for more
Information.

Email: willisbrew@clarkedove.co.uk

Alternatively, please see our website:
www.brewery-insurance.co.uk

Clarke Dove (Insurance Brokers) Ltd is
Authorised and regulated to carry out
non-investment business by the
Financial Conduct Authority.



 **HpE** PROCESS



SERVICE AND REPAIR



We service and repair pumps and valves
in-house. Items are stripped and then
cleaned. A report is prepared, which is then
transmitted to the customer with a
quotation for repair.

Once confirmed, the job is moved to our
clean room facility, where re-assembly is
carried out. We can perform static pressure
tests, dynamic pressure and flow testing
(for pumps). Items can be sanitised on rebuild
or after testing.

0113 252 6712

sales@hpeprocess.com

Specialist insurance for brewer AND distiller

Specialist brewery insurer Russell Scanlan has recorded a significant spike in demand for its bespoke insurance solutions, as the country's thirst for craft beers continues to grow.

The boom in the number of breweries in the UK has resulted in an increase in the number of insurance providers who are starting to target this specialist market. However, in many cases, they don't have the specialist services and expert knowledge that are necessary to fulfil a brewery's specific needs.

A decade ago Russell Scanlan launched its specialist brewery insurance, Masterbrew, an innovative service which responded to a demand from small brewers who couldn't find appropriate insurance for their businesses. Over recent years the product has been adapted to cater for the boom in craft gin distilleries too, as the team continues to develop its policies and expertise in

the drinks market.

Masterbrew incorporates innovative and sector related additions to insurance for operators of all sizes, including



liability cover for specialist events such as beer festivals, extra cover for legal expenses with access to a legal helpline, loss of licence, commercial vehicle cover and enhanced protection of business income.

Sales and marketing director at Russell Scanlan, Mike Dickinson (pictured), said this unique product is proving to be so popular because it provides cost-effective solutions in an increasingly complex and mature market. "Since 2007 when it launched, our brewery service has been in ever-increasing demand, with more than 20 breweries signing up for Masterbrew insurance in the last 10 months. These businesses are seeking tailored insurance packages to suit their specific operation. No two breweries are the same, all are unique like the product they produce, which means 'off the shelf' insurance does not tick the box.

"The microbrewing sector has taken off at speed over the last decade and has become a shining example of innovative British industry. But like with any new sector of business, it has changed rapidly as it has formed a profitable model and with that change comes complexity which many small brewers have found hard to keep up with."

Although insurance is a universal requirement for every business, breweries will often seek out brokers who can fulfil

their unique needs quickly and efficiently as the market continues to evolve and their insurance requirements change.

Mike continued: "As a general rule, breweries tend to have less claims than many other businesses, but their needs are very specific and develop as the sector grows. For example, as breweries take on more staff, we are seeing more claims made by employees for injuries caused whilst at work. This type of claim can often be avoided by the brewery having well documented procedures in place to make sure that if an incident does occur, they are properly recorded – something Russell Scanlan can help set up. This will enable insurers to defend their case more efficiently."

"We believe small businesses like microbrewers are the backbone of the UK economy and we want to make it as easy as possible for them to establish their business with the peace of mind that they are always effectively insured."

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

**For more information visit:
russellscanlan.com**

Insurance – why it pays to pick the right cover

There are many insurance brokers out there. Picking the right one is about forging a long-term relationship, built around trust. You need to trust that your insurance will be there for you if you need it. To that end, you need to know that you will receive the right advice when purchasing insurance to meets your needs.

Let's be honest, insurance isn't something that often sets the pulse racing. It is often emotive for the wrong reasons; it's something you must have by

law (in the case of employers' liability cover or personal car insurance, for example), so it's what is known as a 'grudge purchase'.

In many ways, buying insurance is like paying tax – you know you've got to do it, but it's easy to be cynical about what happens with your money. However, insurance – like tax – underpins everything that we do. Without it, we would have no certainty that our day-to-day lives and businesses would function as they do now.

Imagine that your premises are flooded,

and you have no insurance. Who would cover the cost of repairing the building, or replacing its contents? How could you afford the cost of replacing damaged stock or equipment? Could you source alternative premises? Could you carry on trading?

Or let's say an employee suffers an injury while at work. Who would pick up the cost of a claim being submitted against your business? Indeed, how would you afford the cost of legally defending the claim?

Continued on page 48

SPECIALIST MASTERBREW AND DISTILLERY INSURANCE



“The original and the best just got better”

- *Lower premiums
- *Wider cover
- *Additional benefits

For more information or a quotation contact the **MASTERBREW** team on 0115 947 0032 or email masterbrew@russellscanlan.com www.russellscanlan.com



Russell Scanlan
INSURANCE BROKING / RISK MANAGING

Russell Scanlan Ltd • Registered in England Number 1179331
Authorised and regulated by the Financial Services Authority



INSURANCE FOR CRAFT BREWERS

Bollington have created an exclusive and highly competitive insurance product specific to the needs of the craft brewery industry. As well as all the standard covers you would expect with an insurance scheme, we have incorporated many other covers:

- Keg theft where left out in the open
- Festival and exhibition cover
- Seasonal increase cover of stock
- Loss of license
- Goods in transit



This exclusive scheme is very easy to access with:

- Comprehensive policy cover built from our in-depth understanding of the industry
- Quick quotations within same day
- Competitive premiums



For a quick and competitive quotation, please contact Bollington on

01625 348 733

email brewers@bollington.com or visit www.bollington.com/brewers



Bollington Insurance Brokers Limited Registered in England No. 2918954. Registered Office: Adlington House, Adlington Road, Bollington, Macclesfield, Cheshire SK10 5HQ. Bollington Insurance Brokers Limited is authorised and regulated by the Financial Conduct Authority. Part of The Bollington Group (Holdings) Limited.

Beer - Cider - Spirits - Beer - Cider - Spirits

DELIVERING THE SYSTEMS TO HELP YOU MANAGE AND GROW YOUR BUSINESS

Cask/Keg tracking | Stock Control | Order Processing | Delivery Management | Guest Beers

Misc. Stock | Pallet | Equipment | EPOS



NEW - CIDER MODULE - NEW

- Bulk Apple Receipts
- Cider Duty
- Blending
- Ingredient additions

BMS cloud
Modular Solution
Cloud Hosted
Remote Access
Secure Servers
Backups
Disaster Recovery

SPAsoft
Brewery Management Systems
www.spasoft.co.uk

Invoicing | Beer Duty | Accounts Interface

Recipes | Ingredients | Route Management | Remote Warehouse | ECask | BeerFlex

The international search specialists

The Carling Partnership Ltd (CPL) is a leading international search company working exclusively within the brewing, distilling, cider, wine and soft drinks industries.

The drinks industry is a growing market internationally, and CPL recognises the demand for professional and talented individuals to help clients meet their goals in a competitive marketplace.

Providing a first-class recruitment service for a wide network of clients from global and international drinks companies to regional and microbreweries, CPL sources and recruits the talent for the future, specialising in operational and technical roles at middle to executive level.

In order to meet the highest standards required by employers in the drinks industry, CPL has the right experience

and extensive network of contacts necessary to optimise the search and selection process for both candidates and companies. CPL clients enjoy the advantages of working with a sector-specialist search and selection company, equipped to help talented and ambitious applicants secure the best opportunities to meet their career plans.

As a small company, CPL is proud of the professional and dedicated service it offers in a highly competitive market. The team comprises of Bill and Julie Carling, Tricia Tappin, Penny



Zaloumis and Laurence Rougeaux.

The Carling Partnership looks forward to being of assistance to you with your next recruitment or career move. To contact them, telephone +44 1483 893 100 or email: enquiries@carlingpartnership.co.uk

For more information visit:
www.carlingpartnership.com

Continued from page 48

Insurance – why it pays to pick the right cover

When the ABI released claims figures in 2016, the results were a surprise to many. 99% of claims paid were out on private motor policies, for example. This shows that money contributed to paying insurance premiums is there for legitimate claimants when they need that support.

Insurance matters a great deal to the functioning of a successful, modern business. That is why you need to deal with an insurance broker you can trust.

What about breweries?

As an industry, brewers have their own unique challenges. What happens if one of your major suppliers goes out of business, for example? Maybe an event that you provide goods to is cancelled, or your goods are damaged on their way

there. Could insurance help you out?

Insurance is all about covering risk. If your insurance provider does not understand your risks properly, how can they cover you?

This is where knowing more about your industry is important – but first and foremost, it's about knowing more about you and how your business operates. No two businesses are the same, so ensuring that your broker understands exactly what you do, how you do it, and who your customers are is most important.

That way, you can get specific advice about which products you might need – covering your premises, public liability and employers' liability, through to obtaining business interruption cover.

As one of the largest independent insurance brokers in the UK, Bollington Insurance has access to a wide range of insurers, helping them to negotiate on pricing while offering the best terms they can to brewers. There is also specific risk management advice available for bigger operations.

Bollington are currently one of the most trusted names in insurance, with a near five-star rating on Feefo and an Investor in Customers 'Gold' rating – all independently verified. Offering no-obligation advice and quotations to brewers, equipment suppliers and businesses of all sizes working in the industry, you can speak to an expert in brewery insurance on 01625 348733.

For more information visit:
www.bollington.com



**As a brewery you will
share our passion for
quality beer, brimming with
flavour and integrity.**

We understand that every drop you produce is led by a philosophy, instilled with passion and delivered by a culture that you want others to be involved in.

- **Designed, manufactured and assembled right here in Britain.**
- **Optimised recycling and protection from light**
- **UK support and technical back up available**
- **Contains individual flavour more than a bottle ever will**
- **Competitively Priced**



NEVER BEFORE HAS THIS TECHNOLOGY BEEN AVAILABLE WITHOUT NEED FOR IMPORTING!
Call today for more information on: 0113 287 0081

Email: enquiries@canningtechnologies.co.uk

www.canningtechnologies.co.uk

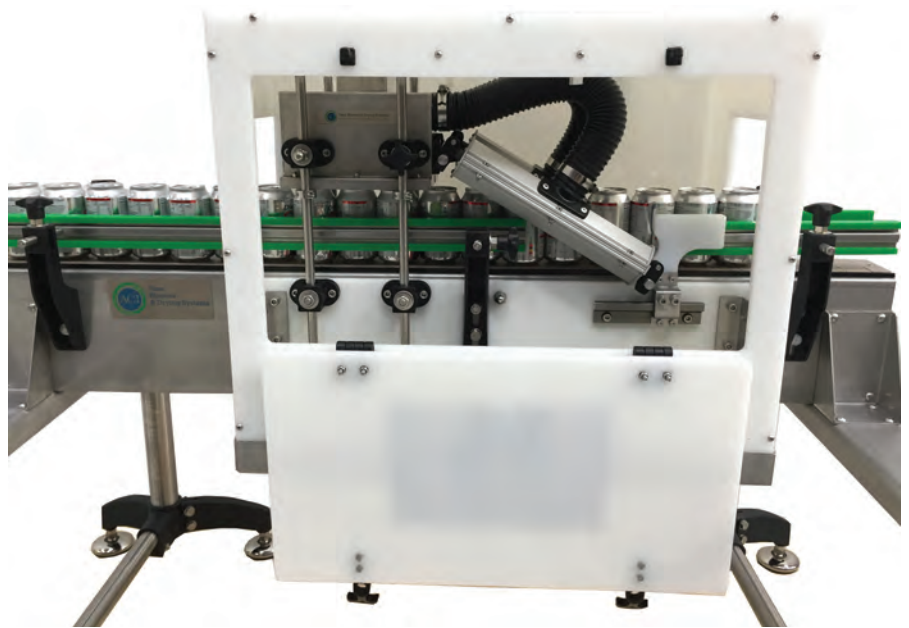
Drying system is 'quieter, cleaner, safer'

ACI's 'Cb-B' Craft Brewery Bottle Drying System is specifically designed to surface dry glass bottles within craft and microbrewery operations – whether drying for labeling or packaging.

Using a small 7.5kW centrifugal, radial bladed blower, ACI's 'Cb-B' system has been sized for line speeds lower than 10,000 bottles per hour and easily installed, operated and maintained. Noise levels are 92 dB(A) and an optional acoustic enclosure is available for the blower, if required. The system is capable of drying all bottle sizes, providing a minimum water removal efficiency of 96%, and is backed up with a 24 month warranty.

ACI say that, in comparison to compressed air, the system is:

- More cost effective – in operation running costs reduced by as much as 90%.



- Quieter – lower air pressures used reduces the expansion ratio and turbulence of the air produced.
- Cleaner – blower-driven air is both dry and oil free. No expensive additional filtration required.

- Safer – centrifugal blowers operate on the principle of high velocity, low pressure air which presents no danger to operators.

For more information visit:
www.bottlecandrying.com

Upgradeable models in Vigo's ABE LinCan™ canning line range

The LinCan™ canning line was designed and manufactured by American Beer Equipment for, and as a result of, close collaboration with craft brewers in America.

It is fully automatic and has been designed for maximum efficiency, ease of use, durability, and low dissolved oxygen pickup.

The LinCan™ is available in capacities of 900, 1800 or 3600 cans per hour (cph) and is fully upgradeable. With installation and commissioning by Vigo's team of engineers, and training given to you and your staff, the company is able to provide you with full technical support throughout the lifetime of the line.

All the equipment meets all relevant British and European Health & Safety Directives and Standards.

Other features include: Adjustable for various can sizes, reliable fill rates and minimal product loss, 10" touch screen programmable display (can be operated from iPad or iPhone), easy to clean & maintain.

Upgradeable models are available (900 to 1800; 1800 to 3600; 3600 to 7200 cph), as is an optional depalletiser and can rinser available.

Vigo is the UK agent for American Beer Equipment, one of the market leaders in the US craft brewing equipment markets.

The company chose ABE not only for its reputation in the US market, but also for the fact ABE designs and manufactures the majority of its equipment in-house, uses the latest the latest 3D modelling techniques/ schematics in the design



process, and employs stringent quality control measures during manufacture.

Vigo can offer advice on the appropriate equipment for you, taking budget, space and desired throughput into consideration. More information and a helpful video of the LinCan in action can be found on the Vigo website. The CraftCan is also available where space is limited and/or for entry-level canning.

For more information visit:
www.vigold.com

drinktec Stand B2 - 113

CANPRO
CAN FILLING SYSTEMS



The CANPRO filling system is a state-of-the-art, high-speed, mechanically controlled can filling system designed around proven European counter-pressure-gravity filling technology and can seaming technology. The CANPRO is designed to fill beer in a variety of can sizes and volumes offering today's craft brewers a wide range of flexibility.


The CANPRO filling systems achieve filling speeds ranging from 80 cans per minute with (330ml cans) up to 600 cans per minute while delivering very precise fill levels, very low O2 pickup and minimal product loss.

Please contact us at info@moravekinternational.com for further information.

Moravek International Limited
Pure Offices, Kestrel Court, Harbour Rd, Portishead, Bristol BS20 7AN
Tel: (44) (0)1427 890098

www.moravekinternational.com



 @VigoLtd

Exclusive UK supplier of



**Crafted
for you**

Let's talk. Call us
on 01404 892100.

Canning lines

Brewhouses



Quality
Service
Support

www.vigold.com

vigo 

Equipping the Nation's Craft Breweries

Brewhouses • Canning lines • Bottling & labelling equipment • Keg washers & fillers • Tanks • Filtration • Temperature Control • Cappers

High-tech bottling comes to Goddards

Goddards Brewery, the oldest brewery on the Isle of Wight, has just invested in a state-of-the-art bottling line from top Italian manufacturer, GAI.

Founded in the early 1990s by Anthony and Alix Goddard, the brewery has been gradually expanding and is now at a 22-barrel brew length. To meet the growing demand for its range of bottled beers, Anthony started looking for an efficient, reliable and high quality line that would meet its needs.

"I was always a fan of GAI bottling machinery going back 30-odd years ago when we had a vineyard," he says. "The GAI machine hasn't disappointed."

The MLE661 at Goddards (pictured with some of the team) comprises a rinser, filler and capper and boasts electropneumatic technology, all features normally only associated with much larger lines. This provides an enormous



level of control for all functions, with the ability to store 'recipes' for different products and formats. Double pre-evacuation, patented nozzle design and jetting all help reduce dissolved oxygen (DO) pickup to practically zero.

Using the same electropneumatic technology, GAI will release the MLE 441 CAN at Drinktec in Munich in September. Boasting a host of technological

features, it also brings a first to craft brewers – counter pressure filling of cans! Visitors to the event can view it on the GAI stand C3-301.

For details of these and other lines, contact the UK agent for GAI – BevTech Ltd.

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

New stretch blow-moulding range

The latest generation of Kosme's KSB R stretch blow-moulders is a veritable all-rounder: these rotary machines are able to produce containers with round, oval, square or rectangular shapes holding 0.1 to 3.0 litres, suitable for still water products. They are each available as individual machines or block-synchronised with a filler and a labeller.

The new models of KSB rotary machines can be delivered with four, six or seven stations (KSB 4R to KSB 7R). This field-proven series has been design-enhanced now that Kosme has integrated the latest technical solutions:

- The stretch blow-moulding machines from this generation feature even better assemblies, scoring particularly well in terms of their very high station output.
- A mould quick-change system and an ultra-flexible electromagnetic stretching

system that consumes no compressed air at all have been incorporated in the blow-moulding stations.

- Compared with their predecessors, these stretch blow-moulding machines have reduced their compressed-air consumption by a total of 35 per cent, thanks primarily to the optimised Air Wizard Plus compressed-air recovery system and the further reduction in dead space volume, which means that in every cycle compressed-air savings are maximised.

- The infrared linear oven also scores highly in terms of energy-efficiency, since the flexible heating zone adjustment feature, together with a small heating compartment providing individualised adjustment options, ensure that the energy consumption has been reduced by up to 15 per cent.



Kosme's stretch blow-moulding machines also focus strongly on ergonomics. They feature intuitive operator control, their individual components being easy to clean, and quickly replaced. The hygienic, user-friendly, construction enables production staff to achieve maximised efficiency during the working day.

For more information visit:
www.krones.com

Quality beer starts with quality equipment



NEW - THE WORLD'S FIRST COUNTER PRESSURE CANNING LINE FOR CRAFT BREWERIES

- Rinsing, inert gas purging, counter pressure filling, jetting and capping
- Lowest dissolved oxygen pickup of any line of this size
- Handles beers that are normally difficult to can

BREW HOUSES FROM 2.5 TO 50HL

- Automated temperature control for precise control & reliable reproducibility
- High efficiency of 90% and more!
- Simple to use and clean, so two brews in a day is easy

BREWERY TANKS

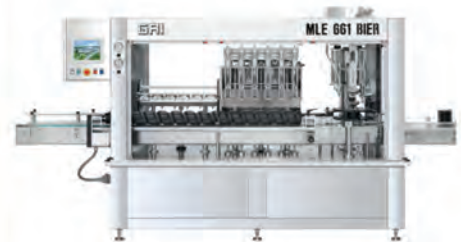
- From 2.5 to 250hl
- FVs, CCVs, BBTs and bespoke designs with many options

BOTTLING LINES

- From 1,000 to 10,000 bt/hr
- State of the art technology for problem-free bottling
- Almost zero DO pickup
- Automated CIP an option
- Wide range of closures possible

KEGGING UNITS

- From single head to fully automated and robotised
- Programmable CIP cycle to ensure perfect hygiene
- Models available that can fill all stainless and PET kegs



For more details on any of these, and more, contact BevTech Ltd
www.bevtech.co.uk • sales@bevtech.co.uk • t: 01444 411 141

UNIT 2, MOONHILL FARM, ANSTY, HAYWARDS HEATH, RH17 5AH

Fileder supplies filtration for final stages of beer bottling line

Milestone Brewery, based near Newark in Nottingham, is a craft brewery producing fine flavoursome ales, winning many prestigious awards over the years.

Milestone Brewery was looking to improve the efficiency of its final stage of filtration on the bottling line. The key requirement was to ensure that sediment, particulate and beer spoilage organisms, were removed from the beers.

The solution needed to offer longevity of cartridge life coupled with absolute spoilage organism removal at this final critical stabilisation stage.

Fileder visited the site to see the process and specified the SPECTRUM PPP at 1 micron, for cost effective particulate and bio-burden removal, and the SPECTRUM PPPES 0.45 micron membrane cartridge, for absolute



removal of beer spoilage organisms, that could reduce shelf life or affect the high quality of Milestone's bottled beers. The longevity and cleanliness of the filters and housings are maintained with a caustic and peracetic acid cleaning regime.

"We work closely with Fileder so that our products meet the highest standards demanded and to ensure the smooth

running of the bottling line and associated filtration systems, leading to the perfect pint," says a representative of Milestone. "Fileder has demonstrated a strong working knowledge of our applications and critical requirements and back this up with their pricing structure and stock availability."

Established for over 3 decades, Fileder Filter Systems supplies process filtration and water treatment products throughout the UK. A wide range of filtration and water treatment products are available to order for next day delivery, including carbon blocks, pleated and depth cartridges, housings and RO systems.

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



Table-top labelling machine specialists

IC Filling Systems specialises in the supply of table-top semi-automatic labelling machines suitable for self-adhesive labels on round and square bottles and also paper labels with cold glue on cylindrical containers.

The self-adhesive machines are suitable to apply both front and back labels and can be supplied with a pneumatic hot date/lot stamper unit. It is now possible

to label square bottles with full wraparound labels, and bottles that require label orientation by means of a base spotting notch for high end products such as spirit bottles with embossing or crests on the bottles which require the labels to be aligned in specific areas of the bottles accurately.

This is especially advantageous where a high-value products such as spirits are used, and consumers and retailers

demanding more and more sophisticated information on product packaging.

The latest innovation is an autoloading / unloading labeller for applying full wraparound labels to beer bottles, adding an extra level of automation to the semi-automatic beer bottling line process.

For more information visit:
www.icfillingsystems.com



Helping brewers to produce beers of the highest possible standard
 Training new brewers to reach their full potential
 170 breweries assisted over three decades

- Regular on-site visits
- Technical support
- Experienced professional brewers at the end of a phone
- On-site training
- Residential training courses
- Start-ups and production upgrades, including feasibility studies

The Fundamentals of Mini-Brewing

The brewing course designed by brewers for brewers
 5th to 8th November 2017

For a cost-efficient solution for your technical and staffing needs:

David Smith: 07970 629552 / Rob Smith: 07966 693097
 enquiries@brewingservices.co.uk
 www.brewingservices.co.uk

Trusted by brewers since 1988.

Process Filtration & Water Treatment Specialists

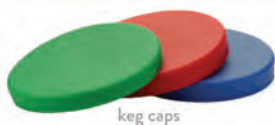
Supplying a Complete Range of Liquid Filtration Solutions

- Cartridges
- Housings
- Bags
- Carbon
- Ultraviolet
- Reverse Osmosis



reliable closures that help seal, protect & add value to brands

wood shives



keg caps



ribbed plastic shives



taps & filters

banded plastic shives



plastic keystones



wood keystones



hammers



spiles

clip corks

tamper resistant caps



bar towels



3c Drakes Farm
 Drakes Drive
 Long Crendon
 Buckinghamshire HP18 9BA
 United Kingdom

+ 44 (0)1844 203100
 sales@rankincork.co.uk
 rankincork.co.uk

QUALITY STOPPERS & CLOSURES - SINCE 1774



Call: 01622 691886

w: www.fileder.co.uk e: info@fileder.co.uk

Brewtique now operating in UK and Europe

Brewtique has now expanded across the globe by launching Brewtique Europe at this year's SIBA event in Sheffield.

The company was originally established in Australia, expanding into the Asia Pacific region over the past 15 years.

Brewtique can offer a range of brewhouses and tanks which it says provides an unrivalled quality and value for money. It boasts a simplified range of sizes and configurations, providing a rapid and highly cost-effective solution for any brewery needs. The breweries come complete with refrigeration and heating systems, cabling and all fittings allowing a rapid installation at site. The brewery commissioning costs and training are

also included in the price. A full range of CIP carts, keg washers and fillers, kegs and laboratory equipment can also be added to complete the brewery set up.

With Brewtique's own expertise available to discuss your project, the company offers a unique combination of technical knowledge and cost-effective turnkey brewery solutions.

Brewtique is also a partner with Palmer Canning Systems from Chicago, in Asia Pacific, the UK and Europe. There are currently over 50 canning lines installed and the company is continually working with customers on new improvements and features that will continue to improve the performance of the canning line. There has been an increase in manufacturing space and number

of employees to meet the demand for these exceptional canning lines, and now Palmer has over 10,000 square feet of manufacturing and assembly space at its facility in Lafayette, USA.

In 2016 a Systems Automation Department was added, with electrical panel design and build, plus an 'in-house' PLC programming department.

The full Brewtique portfolio includes –

- Brewhouses • Tanks • CIP Sets
- Canning • Bottling • Carbinators
- Yeast Propagation • Pasteurisation Equipment

Contact sales@brewtiqueeurope.com

For more information visit:
www.brewtiqueeurope.com

Linx launches laser marking solution

The challenge of achieving the highest quality codes on ultra-fast bottling lines to maximise productivity is being met with the launch of a new laser marking solution from Linx Printing Technologies.

The Linx CSL60 laser offers a major technological breakthrough, combining a powerful processor and 60W laser tube with Linx's unique Visicode® system to produce crisp, clear codes on difficult-to-mark materials such as glass and PET at high speeds. This enables beverage manufacturers to meet all compliance requirements and provides effective brand protection and enhancement.

The laser incorporates a powerful processor that is able to relay messages from the control unit to the marking head very quickly, which ensures that line speeds are unaffected. As a result, up to 70,000 bottles per hour can be marked.

In addition, the Linx CSL60 supports production line efficiencies to help deliver Overall Equipment Effectiveness (OEE). For example, the availability of

complete IP65 protection for the controller and laser head means that a fully integrated system can now remain in situ during wash down to minimise downtime.

Equally important, the Linx CSL60 offers 25 different head and lens options, providing over 16,000 combinations of lens, marking heads and tubes. This provides the widest choice in the industry and gives the Linx CSL60 laser the flexibility to be tailored to a customer's precise requirements. It also means that each laser is able to run at its optimum power level, which helps to extend the life of the equipment.

With the SHC150c head option, the Linx CSL60 offers a larger marking field than any comparable laser. This provides additional versatility for the marking of wide web applications such as flexible packaging and outer case coding, and coding of products across multiple lanes. This brings the advantage of requiring only one laser where previously two



would have been needed, while still delivering clear codes even at small sizes.

"In competitive beverage markets, meeting compliance requirements and ensuring your brand is fully protected are vital, but neither quality nor productivity can be sacrificed in achieving these," comments Matt Eastham, Laser Business Manager, Linx Printing Technologies.

"The Linx CSL60 has been specifically designed to satisfy these needs, combining the fastest speeds with superior quality codes."

For more information visit:
www.linxglobal.com

Kegs & Draught Beer



BREWTIQUE
Beer the way it's meant to be



Brewtique Europe Ltd
Tel: +44 7748 635 824
www.brewtiqueeurope.com



CRAFTBLOC™

**CAN FILLING SYSTEMS
FOR CRAFT BEER & BEVERAGES**



- ★ 50-300 CPM canning lines (12 oz.)
- ★ Rotary counter pressure technology
- ★ Empty can air purge to atmosphere technology
- ★ Hygienic design with CIP fittings and caps
- ★ UL/CSA/CE compliant electrical controls
- ★ Complete canning lines including: **MADE IN USA:** De-Pal, Twist Rinse, Dryer and Conveyance

ed

CRAFTBULK™

EMPTY CAN DE-PALLETIZER

**MADE IN
USA**



- ★ Automatic pallet lift
- ★ Automatic discharge of cans
- ★ Automatic layer sheet removal w/stacking tray
- ★ Auto top frame removal
- ★ Stainless steel frame
- ★ 7" HMI color interface
- ★ Leveling pads
- ★ Inter-locked safety door
- ★ UL/CSA/CE certified safety and electrical

**VISIT US AT
DRINKTEC
STAND 635
HALL C-1**



Brewtique Europe Ltd
Tel: +44 7748 635 824
www.brewtiqueeurope.com

Sahm promises a glass for every occasion

Beer, soft drinks, spirits, wine and champagne – the contents of a drinking glass are just as varied as the requirements of each special design. Whatever you are looking for right now, SAHM offers a large range of pre-made shapes for every type of glass. A look at the company's portfolio could well lead to the ideal solution for your needs.

Some of the brands include: **Sensorik Goblet**

With the creation of the SENSORIK chalice, a glass is available that provides neutral and consistent results that can be compared in the sensory evaluation of different beers.

The appearance

The volume of this glass facilitates an optimal appraisal of colour density, meaning that the typical hue of each beer can be assessed with a high level of precision.

The aroma

If the glass is full, the aromas are held back, while in a half-full glass they can be detected more clearly. The tapered shape of the glass towards the top creates a channel for the aroma, allowing it to develop

while tempering the strength of alcoholic overtones.

The taste

The slight flaring of the rim causes the beer to flow onto the tip of the tongue in a fairly broad stream that washes evenly over the taste buds. The bulbous profile of the glass prevents the beer from being poured out too quickly, allowing an optimal assessment of the various flavour components. This means that the texture, taste and other characteristic features of a beer can be appreciated at their best.

The results

SENSORIK provides a basis for comparison of all the ingredients of a

beer that play an important role for the senses. As a second step, this important information can be used to design new customised glasses, that suit the unique taste profile of a brand.

The newly developed tasting goblet has been awarded this year's internationally coveted "red dot" design award in the Product Design category. The beer tasting glass was selected by the judging panel primarily because of its successful combination of design and functionality. The special shape of the glass enables a neutral comparison of the sensory characteristics of beer and was created by SAHM in cooperation with world champion sommelier Markus Del Monego.

The Brewhouse Tumbler

The Brewhouse Tumbler combines a classic and timeless beer glass design with the demands of international urban bar culture. Its shape exhibits elements of traditional mugs whilst also standing out for its high level of practicality. The design allows the mugs to be stacked on top of each other. The glass wall and crystallised base give the Brewhouse Tumbler sound robustness, making it particularly popular in the up-and-coming craft-beer scene for tasting specialty beers.

Eye-catching, functional and sturdy – these features of the Brewhouse Tumbler from SAHM convinced this year's jury for the German Design Awards 2016. With the Special Mention award, the committee honours products whose design is especially innovative. This is the third award for the glass intending for the tasting of craft beers, joining the ranks of the Red Dot Design award and the Chicago Good Design award.

SENSORIK tumbler

SENSORIK provides neutral and consistent results that can be compared

in the sensory evaluation of different beers. The volume of this glass facilitates an optimal appraisal of colour density, meaning that the typical hue of each beer can be assessed with a high level of precision. If the beer is served in a half-full glass the individual aromas can be detected clearly. The tapered shape of the glass towards the top creates a channel for the aroma. The slight flaring of the rim causes the beer to flow onto the tip of the tongue in a fairly broad stream that washes evenly over the taste buds.

Craftsman glasses

The unique form of the Craftsman allows the aromas of all sorts of beers to unfold in a very unique way. Fruity and floral scents are intensified, and the individual aroma of each craft beer is brought out. The enjoyment of the drinking experience is guaranteed by the glass shape, which allows the beer to wash simultaneously over every taste bud. The individual characteristics and qualities of each beer are made clear. The glass is also perfect for the demands of the urban bar scene as it is easy to hold, clean and pour draught beer into. The Craftsman glass is machine-blown and available in 540 ml. Elegant and yet simple and functional: The Craftsman tumbler from SAHM, developed for the urban craft beer scene, scored in Chicago with its innovative design and has won the GOOD DESIGN® Award. This is already the second distinction following the iF Design Award for the glass for the successful provider of glasses for the beverage industry.

If you cannot find what you want in the company's extensive design portfolio, Sahm can also develop and produce an exclusive, individual brand glass for you that meets both your requirements and the demands of your market.



For more information visit:
www.sahm.de



👁 Glassware & Ceramics

👁 Promotional Products

👁 Clothing & Workwear

👁 Industrial Components

Yes! inspiration can print onto almost anything!

**FREE
SETUP
AVAILABLE!**
See code in
this ad.

We offer top quality glassware for the brewing and hospitality industry printed from one to full colour with CE certification, glass nucleation and, best of all, available on TOUGHENED glass!

As well as printing glassware, ceramics and promotional items, we also provide customised workwear, teamwear, signs, exhibition displays and POS material.

We're offering FREE artwork and setup with your next order from us when you quote code: SETUP17.

Why not contact us now?



01792 097900
enquiries@inspiration-gifts.co.uk

Official suppliers ...

Phoenix Way, Gamgoch Industrial Estate, Gorseinon, Swansea SA4 9WF



Festival Glass Printed glassware for all occasions

**Chosen by SIBA members
and brewers since 2002**

SINGLE COLOUR PRINT
Minimum order from 240 units
(7-10 days turnaround)

2-5 COLOUR PRINT
Minimum order from 1,000 units
(4-6 weeks turnaround)

DECORATION
1-5 colours, plus etch
and embossed effects

IN STOCK
Wide range of full-brim
and oversized glass types

IN HOUSE
Design studio and CE marking. Plus dual
lining, base print and bespoke nucleation

GUARANTEED
Quality products at competitive
prices – on time every time!

**PRINTED
GLASSWARE
SOLUTIONS
FOR ALL
REQUIREMENTS
& BUDGETS**



Don't delay – contact us today for your **FREE** quotation

Email sales@festivalglass.co.uk

Call **01422 382 696** or visit www.festivalglass.co.uk

The Winter issue of

Brewing & BEVERAGE INDUSTRIES **BUSINESS**

will be published in **DECEMBER 2017**

EDITORIAL DEADLINE : Thursday 2nd November
ADVERTISING ARTWORK: Tuesday 7th November

Showcase **Features**

PRODUCTION EQUIPMENT

New and pre-owned brewing and distilling, plus wine, cider and beverage manufacturing, equipment available in the UK.

IT & BUSINESS SYSTEMS

Hardware and software designed to smooth administration and production flow, including cask tracking applications.

HYGIENE & RESOURCES

Companies providing power and other resources, plus products and services to help meet hygiene regulations.

SALES, WHOLESALE & DISTRIBUTION

Drinks wholesaling and distribution, plus associated sales consultancies.

Petainer sponsors London Craft Beer Festival

Petainer, market leader in innovative PET packaging, partnered with the London Craft Beer Festival – which marked its fifth anniversary this year – at the unique Shoreditch Electric Light Station from 4 – 6 August 2017, the event bringing together some of the best breweries from around the world.

Petainer worked with a number of the breweries attending the Festival to serve their beers from its innovative one-way PET kegs – petainerKeg™ Classic and Linestar.

Forty-five top breweries from around the world had been hand-picked to attend the event, including pioneers of the modern brewing movement – Mikkeller from Copenhagen, Dugges from Gothenburg – which was recently voted one of the world's best brewers – and joining from further afield, Maniba from Brazil.

From across the pond, Other Half made its inaugural trip from Brooklyn to London with its small batch fruity brews. They were joined by Stillwater Artisanal, a 'beer architect' from New York and the US 'craft beer godfathers', Sierra Nevada, Brooklyn Brewery and Oskar Blues. Flying



the British flag was the very best homegrown talent, including northern powerhouse's Cloudwater, Magic Rock & Buxton plus London-based favourites The Kernel, Brew by Numbers, Beavertown and Pressure Drop.

When all the beer had been drunk, the PET beer kegs were be recycled, cutting out energy-consuming return logistics and washing, thereby reducing carbon emissions and saving valuable water – a one-way PET keg uses 12L less water than a traditional steel keg.

Dan Sylvester, co-founder of the London Craft Beer Festival said: "The London Craft Beer Festival is a celebration of an

exciting, vibrant industry. We are delighted to have Petainer onboard as an innovative and sustainable partner."

Commenting on the sponsorship, Annemieke Hartman-Jemmett, Group Commercial Director at Petainer said: "The innovative craft brewing sector is of strategic importance to us as a business as we develop a range of sustainable packaging solutions. We are delighted to have the opportunity to showcase our products with some of the best breweries in the world."

For more information visit:
www.petainer.com

'There's A Beer For That' in full swing

It's been another busy summer for Britain's Beer Alliance, with 'There's A Beer For That' once again attracting attention.

Programme director, David Cunningham, said: "Our Beer Day Britain programme was our biggest and best yet, so thank you to all those who got involved in the celebrations. As part of this programme, we commissioned research to understand the nation's current attitude towards beer. Please take a look at the results as they highlight some great opportunities for us, as an industry, to continue to promote and grow beer.

"We've also been building a compre-

hensive list of beer events from across the industry on our website. This provides a great opportunity to feature your events and reach a huge audience of engaged beer lovers. Contact us to see how you can benefit from this.

"You can now add your own events directly onto our site, so please visit and fill in your beer-related events regularly. You can share them on social media and send them to your audience, so get involved."

Beer Day Britain was once again reported to be a great success. This years' celebration, instigated by Jane Peyton, saw more people getting involved than

ever. A specific Beer Day Britain kit was created, with hundreds of locations running activity. Over 80 media titles featured Beer Day Britain and social media was buzzing, with #CheersToBeer trending all day, reaching 250,000 people.

A 'Taste of Summer' guide launched a partnership with The Guardian and a series of features and adverts are running until November. Each weekend an article will highlight the diversity, versatility and quality of beer.

For more information email:
hello@beerforthat.com

Thomas Fawcett & Sons Ltd

Est. 1809

Malts for Champions



All Malts delivered ON TIME to your specification, crushed or whole.

Main products include:
Maris Otter, Halcyon, Pearl, Tipple & Optic Ale Malts together with the complete range of Speciality Coloured Malts including Wheat and Rye products.



The Company is very proud to have supplied malt to the brewers of 12 CAMRA Supreme Champion Beers of Britain since 1997 including Castle Rock Harvest Pale

Thomas Fawcett & Sons Limited

Eastfield Lane,
Castleford,
West Yorkshire
WF10 4LE

Tel: 01977 552490/552460 • Fax: 01977 519076
Email: james@fawcett-maltsters.co.uk

ALAN RUDDOCK ENGINEERING LTD

- THE MALT MILLING & GRIST HANDLING SPECIALISTS -

All equipment designed and manufactured in-house to individual specifications

The UK's leading Malt Mill Manufacturer serving breweries worldwide

- The AR 2000 range of mills offer highly efficient, precise, dust-free milling.
- Significantly increased extract figures.
- Additional savings on grinding charges.
- Consistent, high quality grist sample.
- Complete process control.

To complement our mills, we also manufacture:

- Elevators and Conveyors specifically designed for the brewing & distilling industry.
- Individually designed Grist Cases & Malt Hoppers
- Complete Bulk Malt Intake Systems for 25kg sacked malt through to 30 tonne silos.



www.brewing-equipment.co.uk

Unit 6 Shepherds Grove Industrial Estate, Bury St Edmunds, Suffolk, IP31 2AR. Tel: 01359 2505989

rastal

good design
award 2016



47.3cl
1 US 16oz Pint

NEW!
56.8cl
1 UK Pint Brimful

New: Craft Master One Pint Brimful!

As a result of strong interest at BeerX and since, RASTAL is delighted to announce the launch of Craft Master One Pint Brimful.

Created by Carsten Kehrein, RASTAL's Head of Design, initially as a 47cl brimful tumbler, this multiple award-winning design has already proved to be a great success both in the UK and internationally. Its distinctive shape makes it comfortable to hold, whilst the chimney-shaped upper bowl allows concentration of aroma.

Craft Master One Pint joins RASTAL's range of quality Craft beer-focused designs including Teku, Craft Master Two and Craft Master Bowl, allowing dedicated brewers to present their beers at their very best.

RASTAL – at the forefront of glassware design for over 90 years offers:

- In-house design and graphics studios
- State-of-the-art 8-colour decoration with both ceramic and organic inks
- A decoration MOQ of just 500 pcs
- Dedicated and experienced in-market representation

Please contact me for a quotation and the opportunity to pre-order production and be amongst the first to offer Craft Master One Pint glasses!

Best regards
Nick Crossley

UK Agent: Nick Crossley for Rastal GmbH & Co. KG
ncrssly@aol.com
Telephone: 07768 648660 (mobile) • 0208 546 9083

www.rastal.co.uk

Drinktec in Munich, September 11–15, 2017 is the world's leading trade fair for the beverage and liquid food industry. Around 1,600 exhibitors are expected to take part at the event which is held every four years. Many British or British-based companies will be exhibiting and it's the perfect opportunity for UK drinks producers – brewers, distillers, cider makers etc – to see what the world's supply industry has to offer. Over the next few pages we outline a little of what UK industry suppliers will be showcasing.

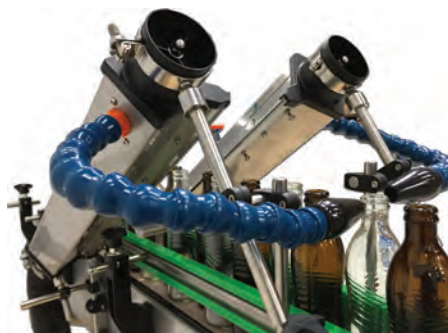
ACI's innovative bottle and can drying solutions

Following the success of the last show in 2013, and having continued to attract orders from many of the leading global beverage companies, Air Control Industries (ACI) will again be present at this year's drinktec.

As a well-respected drying system vendor for beverage filling and packaging technology, ACI is always focussed on creating the best possible drying solutions for customers, including those in the beer, wine & spirit, and soft drink industries. Continually innovating, ACI focusses on giving customers a total

solution, constantly updating the sustainability, energy-saving features, and cost-effectiveness of its systems. Included in the exhibit (HALL B2, Stand 113), ACI will displaying its range of blower-driven drying systems which includes the unique Jetplate Bottle Dryers; Can Drying Tunnels; and the latest range of craft-brewery specific systems.

Whether your line speeds are 100s or 1000s of cans or bottles; whether you are a small craft or microbrewery or a larger global beer brand, ACI's drying solutions ensure all surface drying processes are done as efficiently and



effectually as possible and help improve the quality of all date coding and labelling processes.

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

Xylem show latest beverage pumping solutions

Xylem, a global water technology leader, will be exhibiting a wide range of versatile and high-performance Flojet brand hot and cold beverage pumping solutions.

Peter Wright, Market Segment Director, Residential and Specialty at Xylem, said: "In the fast-paced beverage industry, our customers want to keep pace with the constantly evolving tastes of consumers. Our Flojet products' versatility and reliability are key factors in this dynamic environment, requiring tailored-made and flexible solutions."

Visitors attending the event will have the opportunity to discover a number of best-in-class Flojet products, all designed to improve operational efficiencies and ultimately lower utility bills for those operating within the beverage industry, including:

- Flojet T5001 series – Exclusively from Xylem, the next generation Flojet T5001 series air operated diaphragm pump (pictured) is the first dedicated syrup transfer pump to meet European Union (EU) food grade standards, as established

by the European Regulation (CE) No. 1935/2004. Flojet's T5001 series reduces wear to a minimum as a result of its excellent chemical resistance for a wide variety of syrups and concentrates, offering a service life of up to 140,000 hours.

Other products on display that meet EU food grade standards include the Flojet M Series (mini-air operated diaphragm pumps) and the Flojet U Series (bag-in-box syrup pumps).

- Flojet BEVJET® 5000 series – The Flojet BevJet 5000 Series is an electric bag-in-box pump for dispensing wine, juice, teas and liquor with alcohol content below 15

percent. Suitable for mounting in tight spaces, the BEVJET 5000 is designed for cabinets, carts, or under counter situations.

- Flojet Water Booster Systems – Flojet's 1 Gallon and 4 Gallon Water Boost Systems are designed to combine quality and optimal pour rates with superior pump life and reliability. Typical applications include carbonators, ice machines, water filtration systems, non-carbonated drink dispensing valves, and coffee and tea brewers. Flojet's Water Boost System provides stable water flow to dispensing equipment, handling peak demand and any water pressure fluctuations.

- Flojet C Series Water Filtration Range – Introduced in 2014, Flojet's Carbon Block Filtration removes chlorine and chloramine odor and taste from municipal water by leveraging carbon block technology, proven to have more than four times the capacity to remove unwanted water characteristics.



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

**Detect hop resistant spoilage bacteria
in less than 3 hours and wild
yeasts in less than 4**

Veriflow

brew **PAL**
Powered by Veriflow®

for Pediococcus & Lactobacillus

brew **MAP**
Powered by Veriflow®

for Megasphaera & Pectinatus

brew **DEK**
Powered by Veriflow®

for Wild Yeast Dekkera Species

brew **BRUX**
Powered by Veriflow®

for Brettanomyces Bruxellensis

QCL



01342 820820

www.qclscientific.com/veriflow

YOU HAVE THE BEER, WE HAVE THE BOTTLE



Our 500ml beer bottle
is now even lighter -
just 280g

A E CHAPMAN & SON LTD
UK's largest glass bottle wholesaler

Tel 020 7622 4414
Email aecsonltd@aol.com
WWW.AECHAPMAN.CO.UK

Timbermill Way
Gauden Road
London, SW4 6LY

cloud and wings:
Johannes Kornelius
martan
Shutterstock.com

Brewery Plastics shows Transit Layer Boards

Brewery Plastics Ltd will be focusing on its range of plastic Transit Layer Boards – known as TLBs – during drinktec.

Brewers and logistics providers can all take advantage of the benefits which TLBs provide, when replacing the use of wooden pallets for stacking, storing and transporting kegs.

A development of the successful Locator Board product line used throughout the UK brewery sector, plastic Transit Layer Boards (TLBs) were created to bring the benefits of low profile inter-layer boards, to keg users who need to retain an unmodified fork lift truck, with standard lifting tines. TLBs sit between the layers of kegs in a stack and deliver the same value added properties of lower stack heights and stability of kegs within stacks, as do Locator Boards. TLBs reduce the reliance on wooden pallets down to a single 4-way entry pallet at the base.

Plastic TLBs avoid the common issues associated with wooden pallets, such as breakage and splintering, gaining weight when wet, mould growth, warping and loose nails.

With dimensions matched to the footprint of commonly used pallets (ie EURO pallets and GMA pallets) TLBs have proven their value in various freight scenarios, including being the only option which allows four layers of kegs to be loaded into delivery vehicles. The advantages of TLBs also extend to the efficiencies of stacking kegs for sea freight, inside common shipping containers like 20 footer and 40 footer FCLs.

Brewery Plastics Ltd has created TLB designs for most common keg types including:-

- EURO 50L kegs and US 1/2 bbl kegs with chimb OD of 395mm
- DIN 50L kegs with chimb OD of 363mm



- Slim Keg 278 designs, including EURO 30L & US 1/4 bbl
- Slim Keg 235 designs, including EURO 20L & US 1/6 bbl

Another benefit of plastic TLBs is their ability to nest when not in use, meaning a pile of nested TLB's takes up only a fraction of the height needed for an equivalent number of stacked empty pallets.

**For more information visit:
www.breweryplastics.biz**

Two product launches for Lallemand

Supported by decades of long-standing industry experience, an extensive support network, and strong technical expertise, Lallemand Brewing is ideally positioned to help breweries achieve their most ambitious growth and quality goals by offering products, services, and education, grouped under a different set of brands.

Throughout its history, Lallemand Brewing has always kept close ties with the brewing community. An example of such ties is the offering of the Lallemand Brewing's premium brewing yeasts product line. These brewing yeasts deliver consistency, reliability and purity, allowing brewers to take full control of the brewing process, exercise their full creativity and obtain the exact aromatic and flavour qualities they want. Also part of the Lallemand Brewing offering is the complete AB Vickers range of products, which goes from beer and wort clarification products to a comprehensive

range of non-GMO enzymes. From small local breweries up to the largest beer production companies, many organisations around the world rely on the AB Vickers range thanks to the constant technical innovation and expertise that backs it.

Finally, Lallemand Brewing is proud to bring to the brewing community outstanding education, services and products via the Siebel Institute of Technology. Founded in 1872 by Dr. J. E. Siebel., the Siebel Institute of Technology rapidly became one of the world's most respected brewing schools and analytical laboratories.

Lallemand Brewing is using drinktec to bring to the market two highly innovative products. Framed within the new WildBrew™ product line, Lallemand Brewing brings WildBrew™ Sour Pitch, a ready-to-use dried bacteria specifically selected for its ability to produce a wide range of sour beer styles. With WildBrew™ Sour Pitch brewers can attain effortless application, unmatched

consistency, assured performance and unparalleled purity when brewing the sour beer of their choice. On the other hand, responding to an increasing market need for vegan- and vegetarian-friendly products, Lallemand Brewing is presenting the latest addition to the AB Vickers product range: PROTOFINE™, a pectin-based fining agent suitable for vegetarian and vegan diets. PROTOFINE™ reduces cold storage time, promotes fast clarification in tank and increases filtration throughput, ultimately maximising total brewing capacity.

Whether you are a microbrewer, a global leader in beer production or anywhere in between, Lallemand has something for you.

For additional information about WildBrew Sour Pitch, AB Vickers PROTOFINE, or any of the products, services and education Lallemand Brewing has to offer, visit the website.

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

The world's best
selling plastic casks



Call 01432 453146

email: info@breweryplastics.com
www.breweryplastics.com

Cask and Keg Repair & Refurbishment Specialists

D.H.M. Brewery Services Limited
D.H.M.



- A Genuine Alternative to Cask and Keg Replacement
- Repairs to casks and kegs of all sizes
- We can supply refurbished casks too
- Fast On-Site Turnaround
- Competitive Rates
- Over 60 years of Industry Experience

Please contact us for details of our other onsite services.

Head Office: 01283 740807 • Mob: 07952 152 099

Email: repairs@dhmbreweryservices.co.uk • Contact: Jason Miller
Web: www.dhmbreweryservices.co.uk • Twitter: @DHMBreweryServ

abvickers

QUALITY ASSURED
PERFORMANCE GUARANTEED

PROTOFINE™

CLEARLY NATURAL

Introducing the newest fining agent in the AB Vickers range, PROTOFINE™ is a pectin-based product suitable for vegetarian and vegan diets. PROTOFINE™ reduces cold storage time, promotes fast clarification in tank and increases filtration throughput, ultimately maximising your brewing capacity.

■ VEGAN-FRIENDLY

■ NATURALLY-DERIVED

Tel: +44 1283 563268 | www.abvickers.com | abvickers@lallemand.com

LALLEMAND

Pentair innovations on show

Visit Pentair at Drinktec in Munich, and take the opportunity to see the company's range of products, services and integrated systems for the beer and beverage industry.

Solutions featured at this year's trade fair include hygienic and aseptic valves and components, quality control equipment, CO₂ systems, membrane technology for beer and water applications, continuous beverage processing, microfiltration, and biogas upgrading.

Innovations include:

- Beer Membrane Filtration: Diatomaceous earth-free beer filtration. **New:** The BMF Compact S product range, small-scale BMF systems for breweries with an annual output of up to 100,000 hectolitres (example pictured).
- CO₂ recovery: Extended range of CO₂ capturing, recovering and purification solutions. **New:** CO₂mpactBrew, a containerised 25 to 160 kg/h CO₂ recovery system for small breweries.
- Quality Control Equipment: Celebrating the 50th anniversary of the Haffmans Gehaltemeter. Also, test new solutions including the Haffmans Turbidity Meter, type Vos Rota 2.0 with a measuring range of up to 500 EBC/34,600 ASBC.
- Valve Technology - Aseptic: Latest innovations include the Mixproof



Aseptic Process Valve Südmo AS-DSV Secure for use and automation in a wide range of applications. Extremely good chemical, temperature and pressure resistance; high number of cycles.

- Valve Technology - Hygienic: Comprehensive range of hygienic valves and components. **New:** Südmo's Double Seal Valve SD Economic, a cost-efficient yet technologically-sophisticated alternative to liftable and balanced mixproof valves.

- Service: With its worldwide service network Pentair is well positioned to help its global customers optimise their processes and minimise resource consumption. Learn about customised service concepts, and experience live service demonstrations at the booth.

Meet the experts

Pentair product specialists look forward to meeting you in Munich. If you want to schedule an appointment with one of them in advance, please email sales.uk@pentair.com

Lecture at the VDMA Symposium during drinktec

"Wastewater reuse with twisted membranes" by Ronald van't Oever
Wednesday, September 13, 2017, 11.00h
The lecture will be in English language.
Venue of the event will be a separate lecture arena at the VDMA booth in hall B3, stand number 113.

For more information visit:
www.foodandbeverage.com

The Carling team will be at drinktec

CPL is a leading international search company working exclusively within the brewing, distilling, cider and soft drinks industries.

The drinks industry is a growing market both domestically and internationally, and CPL recognises the demand for professional and talented individuals to help clients meet their goals in a competitive marketplace. Providing a first-class recruitment service for a wide network of clients from global and international drinks companies to regional and micro breweries, CPL

sources and recruits the talent for the future, specialising in operational and technical roles at middle to executive level.

In order to meet the highest standards required by employers in the drinks industry, CPL has the right experience and extensive network of contacts necessary to optimise the search and selection process for both candidates and companies.

Its clients enjoy the advantages of working with a sector-specialist search and selection company, which helps

talented and ambitious applicants secure the best opportunities to meet their career plans. As a small company, CPL is proud of the professional and dedicated service it offers in a highly competitive market.

Bill, Julie and Tricia look forward to meeting you at Drinktec and discussing how the Carling team can assist you with your next recruitment or career move.

Telephone: 01483 893 100

For more information visit:
www.carlingpartnership.com

NEW!
WILDBREW™ SERIES

WILDBREW™
SOUR PITCH

**READY-TO-USE
BACTERIA**

specifically selected for
its ability to produce a
wide range of sour
beer styles.



Effortless
APPLICATION

Assured
PERFORMANCE

Unmatched
CONSISTENCY

Unparalleled
PURITY



www.lallemandbrewing.com



HAFFMANS QUALITY CONTROL EQUIPMENT

In-line, At-line, Laboratory, Packaging & Monitoring

- Reliable & comparable measuring results
- Less product losses & fast reaction time
- Constant quality of end product & increased process efficiency

Phone: +44 (0) 1905 797 280
Email: sales.uk@pentair.com



WWW.FOODANDBEVERAGE.PENTAIR.COM

Products, service, finance and more from Crisp

Steve LePoidevin will be at drinktec as part of the Global Malt, Crisp Malt stand. He will be joined by David Griggs, Crisp technical director and Adrian Dyter, Crisp managing director. Also there will be Nigel Gibbons, craft brewing sales manager and Colin Johnston, craft brewing and distilling sales manager on the BFBi craft brewing stand.

The reason so many award-winning craft beers are brewed with Crisp's malt may well be down to their high and consistent quality. Or coincidence. "You be the judge", says the company.

Crisp's maltings in England and Scotland are in areas known for producing fabulous barley. The company claims the pick of the crop and turn it into malts ideal for every type of brewing and malt distilling, and adds 'A Crisp supply means you get the best quality, service and technical support. Every time.'

Crisp has been working with craft brewers right from the outset, so are geared up to selling a wide variety of malts, whole grain or pre-crushed, in 25kg, half tonne and tonne packaging – as well as in bulk.

The company has traditional floor-malted Maris Otter and Chevallier Heritage Malt, the original and finest



Steve LePoidevin, Crisp sales director (left) and Rob Moody, Crisp craft brewing director Steve will be part of the Crisp team at drinktec

malts for producing authentic British beer styles, through to the unique and functional 'Clear Choice Malt' which has been developed to reduce haze, improve flavour stability and save on conditioning costs. And there's a vast array of other base, coloured and specialist malts and unmalted cereals you may wish to try.

But customer demands are not just about product: they are also about technical help. More brewers than ever are using Crisp's team for a whole range of technical insights; for recipe development; and for brewery growth plans, says the company.

There are finance packages to support

growth, and this is encouraging ambitious brewers to use both Crisp's expertise and money!

The company has established a reputation for operating not just as suppliers, but as valuable business partners, with an award-winning team of brewing and malting experts offering great levels of service. Again, 'you be the judge'.

Contact Crisp on 01328 829 391 sales@crispmalt.com, or get in touch with your local Crisp Malt distributor.

For more information visit:
www.crispmalt.co

FlavorActiV will have its full range on show

FlavorActiV will be exhibiting its full range of sensory systems.

Being already the global name for training and calibrating tasters the multilingual team will also be presenting a growing range of sensory instruments whose performance is aligned with trained panels.

FlavorActiV's Beer Freshness Package including Bruker ESR instrument technology will be a major feature of its drinktec profile in 2017. In addition the

team will be available to explain the latest knowhow in automated IBU measurement as well as E nose and E tongue instruments.

Come and enjoy a drink with FlavorActiV at its bar and discuss the latest in Sensory Systems.

Find FlavorActiV in Hall B1 stand 232.



For more information visit:
www.flavoractiv.com

Rent,
Fill,
Deliver,
Repeat.



Kegstar

Stainless steel
keg & cask rental
0800 534 5000
kegstar.com
rent@kegstar.com

Win with IC Filling Systems at drinktec

IC Filling Systems will be exhibiting at drinktec once again – come and meet them on Stand C2-107 to view machinery and discuss your precise needs. You can also enter a social media competition to win a €50 Amazon Voucher.

IC Filling Systems' machines offer the option to fill and cap both bottles and cans with a single machine – all made possible with the appropriate optional attachments.

2 valve, 4 valve & 6 valve versions are available with or without rinser, and with a single or twin head crowner or single or twin head seamer. They are designed to package carbonated products such as beer, cider and carbonated soft drinks in glass bottles, PET bottles & aluminium cans. Three phases of packaging are performed

on a single steel base, on lockable wheels, making the unit mobile. The new aluminium can filling and seaming option is available as a retrofit to all our existing counter-pressure filling machines by adding a stand-alone seamer (single head or twin head) and adding the change parts for the filling valves and can holding plates.



Automation at up to 1,000 bottles per hour with the Economical 551 Machine. The versatile 551 EPV Microblock (pictured left) is an automatic Rinser Filler and Crowner, which is in use across the world.

One of the most important factors that helped companies choose IC Filling Systems bottling technology is its 'Y'. The innovative 'Y' shaped layout of the conveyors designs feeding in and out of the 551 EPV Microblock allow for inline labelling,

bottle feeding and unloading all to be undertaken by a single operator, enabling production of carbonated products at up to 1,000 bottles per hour, based on a 330ml bottle size.

"Exhibitions are about making new connections and putting faces to names, as much as about seeing new equipment and innovations." says Marco Solferini, Sales Director at IC Filling Systems.

"So as well as showcasing our products designed for microbreweries in Munich this September, we're living things up for our visitors with a competition to win a €50 Amazon Voucher for the best video or photograph of our stand shared on social media."

To enter the competition, just take a photo or video of the company's stand and share with the hashtag #FillingSystems on Twitter, Facebook or LinkedIn. A winner will be drawn on the 15th of September 2017, and the voucher will be emailed to the lucky winner.

For more information visit:
<http://icfs.to/dta17>

Get inspiration from Totally Natural Solutions

HopInspiration® from Totally Natural Solutions offers the brewer a range of natural hop extracts to complement or replace the use of hop cones and pellets in the brewery.

The HopInspiration® story begins with the selection of the highest quality hop cones from around the world. Using new



extraction technologies, Totally Natural Solutions then captures the flavour and aroma rich hop oils contained in these hops. Highly complex, and containing over 1,000 different components, these volatile oils are very easily lost in the traditional brewing process. They are however essential to the individual hop character of each and every beer. Without the use of solvents, or flavour boosting chemicals, the key hop oil components are then separated to produce a range of easy to use liquid hop extracts.

HopInspiration® allows natural hop flavours and aromas to be added independently and consistently to beer and other beverages. The products are designed to ensure flavour consistency and to deliver a hop aroma in a convenient and reproducible way. They offer a natural and a practical solution

for the brewer's needs; improving efficiency and giving cost savings but most importantly in making great beer with real hop impact.

Made with only premium hop oil, the company offers flavour fractions for specific flavour notes, "late hop" and "dry hop" products from the named hop varieties and unique blends of hops suited to particular beer styles. Bittering extracts, blends of hops with other natural flavours and specialist natural botanical extracts for brewing applications are also available.

The business operates from Kent, in the UK, but has distribution globally through a network of partners.

For more information visit:
www.totallynaturalsolutions.com

Lambrechts

keeping your production in line



WYE VALLEY AND LAMBRECHTS CRAFTING EXCELLENCE TOGETHER

- Guaranteed sterilization of kegs
- Built to your specifications
- Highest quality construction
- Local service

Belgium References:

AB-Inbev, Castle, Duvel, Delirium, Martens, 3 Fontaines, Les 3 Fourquets

Recent new keg lines at:

Beavertown (35 kegs/h), Fourpure (60 one way kegs/h), Meantime (80-90 kegs/h), Sirencraft (60 one way kegs/h), St Austell (80 kegs/h), Adnams (80 kegs/h + 60 one way kegs/h), Wye Valley (35 kegs/h), Brewdog (80-90 kegs/h), Howling Hops (35 kegs/h)

contact: Katja Van der Heyden
sales@lambrechts-group.be
T +32 [0]3 886 79 65

www.lambrechts-group.be



BOOK YOUR EXHIBITION STAND AT BEVEXPO 2018

AN OPPORTUNITY FOR THE BEVERAGE
INDUSTRY TO MEET, LEARN & DISCOVER

RICOH ARENA

23RD & 24TH JANUARY 2018

BIGGER & BETTER THAN EVER BEFORE WITH MORE
EXHIBITORS, MORE SEMINARS & MORE OPPORTUNITIES!

INDUSTRIES REPRESENTED:

BREWING, DISPENSE, CIDER, DAIRY, DISTILLED SPIRITS,
WINE, SOFT DRINKS & PUB OPERATORS



For more information about BevExpo 2018 please visit www.bevexpo.com

Meet Murphy & Son at drinktec

There's a buzz in the air, and Murphy and Son is thrilled to be a part of it. Yep, it's not long until drinktec 2017.

Drinktec is the world's leading trade fair for the beverage and liquid food industry, attended by manufacturers from across the world, who come together to meet with suppliers and distributors, and generally expand all areas of their network, and its with a real sense of growth and innovation gaining momentum in the company this year, that the opportunities of drinktec feel all the more valuable and exciting.

But, what can you expect from the Murphy and Son Ltd stand (217 - Hall: B1) at this year's show?

At the heart of Murphy's drinktec venture is its philosophy of quality, consistency and support.

- Learn about its extensive range of products, formulated and manufactured to improve the quality of your brew.
- Expand your knowledge of the methods that will ensure consistency across your production line, every time you brew.
- Talk with the technical team of Master Brewers, here to support you every step

of the way and answer any queries, big or small.

Murphy is a one-stop-shop with an edge; here every step of the way, supplying the products you need with the support you want, to help your business solve its unique processing queries, and proud of its 130-year history as manufacturers and experts within the brewing industry, as part of a global and passionate community looking forward to another 130 years of great brews.

Murphy & Son would like to thank Black Sheep Brewery, Nick Stafford's Hambleton Ales, Rooster's Brewing Co, Theakston Brewery, Tiny Rebel, Wild Beer Co and Wold Top Brewery for supporting its stand with samples this year.

So, they hope you'll join them for a beer as you investigate drinktec 2017.



Tel: +44 (0) 115 978 5494
Email: info@murphyandson.co.uk

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

atg UV showcases microbiological control

atg UV Technology, experts in environmentally friendly, chemical-free UV disinfection systems, will be at drinktec 2017 providing the beverage industry with a showcase for state-of-the-art microbiological control systems.

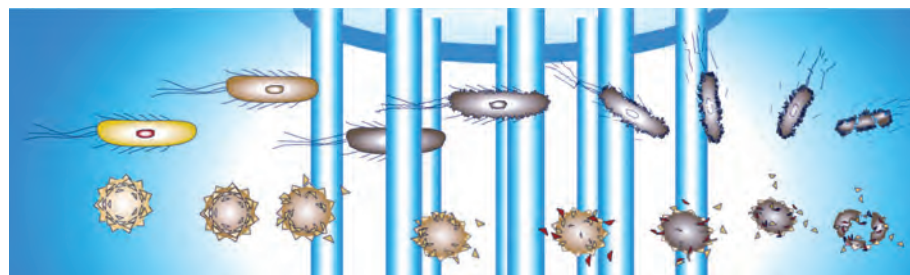
Chemical-free UV Disinfection eliminates harmful water-borne micro-organisms which also cause deterioration in flavour, colour, odour, and shelf life of soft drinks,

and bottled water products. With 35 years of industry experience, the company has carefully designed and developed five unique product ranges comprising over forty UV systems to solve the most complex and critical challenges in the beverage industry today.

Whether your concern is raw water dechlorination, process water disinfection, CIP rinse, wastewater

recycling or high viscosity sugar solutions, atg UV Technology has a system to meet your need.

Fully compliant with the current quality specifications of all the major brands, atg UV Technology systems destroy yeasts, moulds and bacteria as well the increasing number of emerging pathogens, like Cryptosporidium and Giardia, that are resistant to chlorine disinfection.



Visit atg UV Technology in Hall C1.332 at drinktec 2017 or visit www.atguv.com/food-beverage for more details about its chemical-free disinfection systems.

For more information visit:
www.atguv.com

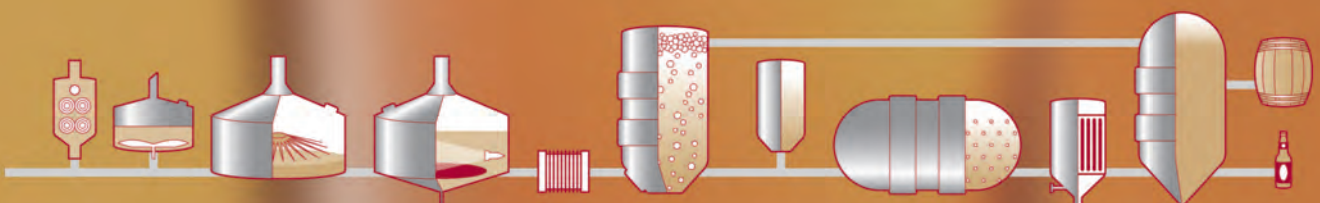
How can you get the clarity
you need, every time you brew?



MURPHY & SON
LIMITED

Quality, Consistency & Support

Contact our technical team for advice on finding the right processing aids
and best formula to improve your brew.



t: (+44) 115 978 5494 | e: info@murphyandson.co.uk | www.murphyandson.co.uk

Murphy & Son Limited, Alpine Street, Old Basford, Nottingham NG6 0HQ United Kingdom

Silgan stand will underline closures expertise

Global closures specialist, Silgan Closures, will have a major presence at this year's Drinktec, providing a showcase for its wide-ranging solutions for key sectors of the beverage industry.

The Silgan Closures stand (Hall A4, Stand 531) will underline the company's expertise in the design and manufacture of both metal and plastic closures, demonstrating its ability to effectively seal all types of containers with different neck sizes, including glass, PET and liquid cartons, for a variety of end markets such as still mineral water, dairy drinks, non-carbonated beverages and liquid foods.

Among its plastic closure highlights, Silgan will display its market-leading range of Sports Caps combining a robust design with a tamper-evident spout and maximum consumer convenience, including variants offering one-step opening. For the still-growing water cooler sector, the company's new improved 5 Gallon K-Seal closure incorporates Silgan's innovative Probe+® system that ensures full plug engagement to the cooler spike to keep hygiene levels high and bottles consistently sealed when not in use. A reduction in pigment usage also substantially reduces the risk of taint or odour issues, while the latest manufacturing techniques together with a new resin and low-power consumption moulding during production, help to reduce a company's carbon footprint.

Other plastic closures on display include Silgan's extensive choice of flat caps for hot, cold and aseptic filling requirements, all helping to deliver line efficiencies, product integrity and ease of use.

Silgan's metal closure ranges will underline the extensive choice available for non-carbonated beverages and foods packed in glass or plastic containers, with aseptic, hot fill, pasteurisation and retort offerings.

In addition, the stand will detail the extensive range of support services offered by Silgan Closures in the development of its closure solutions. These include its Litho Design Service that maximises efficiencies while taking customer designs from concept to production; the range of decoration options available for effective on-shelf branding; Food Technology Service that ensures process reliability and product quality to meet all food and drink standards; and Customer Technical Service and Line Planning that provides a one-stop engineering solution with the supply of machines and support services for an efficient filling operation.

"We are delighted to be returning to Drinktec, as the exhibition is the ideal vehicle to enable us to reach a global

Twist-Off® & PT



Flat & Sport



Water



Carton Fitments



beverage audience," comments Markus Laurenz, Vice President Sales & Marketing/Service EMEA of Silgan Closures. "We believe our comprehensive choice of closures and support services enable us to successfully meet the needs of even the most demanding applications and we look forward to discussing specific customer requirements with visitors during the show."

Silgan Closures is a leading worldwide manufacturer of metal, plastic and composite closures for oxygen sensitive, vacuum packaged and aseptically packaged food products and still beverages. Silgan Closures is part of the Closures division of Silgan Holdings Inc.

**For more information visit:
www.silgan-closures.com**

Full range on show from Biotecs International

Biotecs International will be showcasing the full range of its innovative and proven technologies for the treatment and reuse of industrial waste water as well as the capture and reuse of biogas.

Specialists in the most advanced technologies and processes, Biotecs offers bespoke solutions which are shaped around the nature and composition of the effluent and the

regulations in place for treated wastewater. Naturally the company also takes into account any specific client requirements either driven by restrictions on space or perspectives on long-term operating costs.

Whatever the parameters are Biotecs International will be sure to design and deliver a system which meets or exceeds the required specification. With more than 250 successful plants commissioned

in more than 25 countries for some of the world's largest and most demanding beverage producers, Biotecs has the perfect solution to fit all industrial wastewater needs.

See Biotecs International at stand B2-113C or contact John Michalik via email: john.michalik@biotecs-europe.com

**For more information visit:
biotecs.com.br**

We have a tun of experience

TRAINING | ANALYSIS | SERVICES



Professional Brewing Programmes

- > **Intensive Practical Brewing Skills**
Four day practically-focused sessions
- > **Specialist Workshops**
One day laboratory and brewery based microbiology, quality assurance, packaging and HACCP
- > **Start Up Distilling**
Three day introductory overview



Analysis Services

- > Routine and due diligence to maintain consistency
- > Advanced analysis for yeast characterisation and contamination control
- > Problem solving and development



We also offer corporate sessions providing specialist team-building brewing experiences.

For further details on any of our services call us on +44 (0) 191 543 6820 or contact info@brewlab.co.uk



Brewlab

www.brewlab.co.uk

ub

U.B. PLASTICS LTD.

01283 565912

www.ubplastics.co.uk



UB Plastics Ltd, situated in Burton on Trent, are the primary UK manufacturers of a complete range of 2 piece plastic shives in 6 different sizes to suit all cask bush variants. We also manufacture thermoplastic keystones, hard pegs, keystone re-sealing bungs - which are a far cheaper and more environmentally friendly alternative to cork - and a complete range of keg caps.

Shives, keystones and keg caps can be customised to our customers requirements. We manufacture in a large range of colours and can also offer printing on the shives.

UB Plastics are now manufacturing an in mould labelled Plastic 1 Pint Cup offering up to 5 colour branding. The cups are reusable therefore environmentally friendly, fantastic quality and are an excellent advertising tool for festivals / events.

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

Beatson Clark showcases on a global stage

Leading glass manufacturer Beatson Clark will be showcasing its products and services to the world at drinktec.

The company, which makes glass bottles and jars for a number of industry sectors including soft drinks, beers, and spirits, will be launching its new embossed 500ml skittle beer bottle and 'apothecary' style spirit bottle range to the European market.

It will also be promoting the speciality printed crowns which it supplies for a complete branded packaging service.

"These big international trade shows for the food and drink industry are a really important opportunity for us to get out there and promote our products and services," said Charlotte Taylor,

Marketing Manager at Beatson Clark, who will be attending the event with Export Manager Jan-Willem Ridt.

"It's not just about exhibiting our products – it's also a chance to talk to potential customers about how our flexible services can benefit their business.

"Examples could be a bespoke glass design, a cost-effective way to achieve an embossed bottle or a low-volume production run. We currently export 20% of our products internationally and the growing craft brewing and distilling markets worldwide are a particularly good fit for our flexible and creative approach."

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

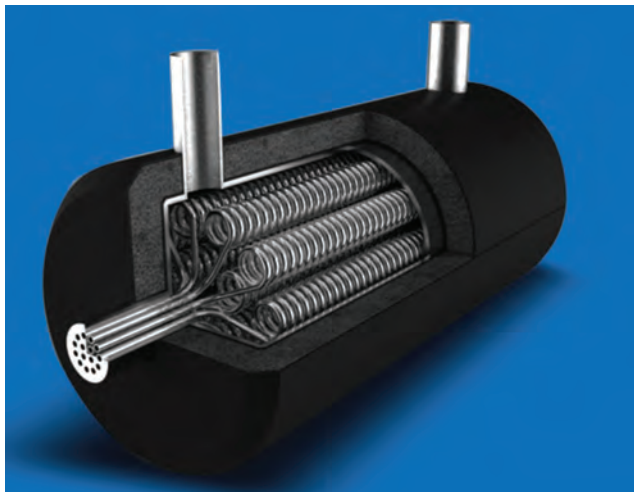


Brewfitt's dispense revolution

Brewfitt is an award-winning family business with over 50 years' of industry experience at the forefront of innovation, offering a diverse range of dispense and bar equipment. Brewfitt works in partnership with leading manufacturers and pride itself in providing a first class service to customers.

Brewfitt aims to revolutionise drink dispensing, by providing a more consistent draught quality. Its unique heat exchange technology, CoolTube, provides variable dispense temperatures across all drink with its

superior heat exchange capabilities. Brewfitt's specialist sub-zero coolant, 2Flow, contributes to achieving extra cold drink temperatures. Both products contribute to increasing the drink quality and consumer satisfaction.



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

drinktec is being staged at Messe Munich from 11th to 15th September 2017.

Free entry into drinktec with Anton Paar

drinktec 2017: Get your one-day ticket, free of charge, now!

Then visit Anton Paar's trade fair booth in hall B3, booth number 137. Learn about the latest measurement technologies and see how automation and robotics changes process and lab workflows in the beer industry.

To receive your free ticket please email info.gb@anton-paar.com

Once you have received it please follow the step-by-step instructions through the online registration, redeem your online-voucher number and receive your Print@home-Ticket by email.

With your personal "Print@home-Ticket" you can pass the turnstiles directly and enter the show. Online vouchers may not be sold to third parties and cannot be redeemed on-site.

**For more information visit:
www.anton-paar.com/uk-en**

Innovative Packaging for the Brewing Industry

Taking packaging from the ordinary...

...to the extraordinary



- ✓ Transit & Mail-Order Packs
- ✓ Gift & Carry Packs
- ✓ Protect your Product
- ✓ Promote your Brand

Find out more

01502 513112 | saxonpackaging.co.uk | info@saxonpackaging.co.uk



PROFIL

PROCESS & FILTRATION SOLUTIONS
FOR THE FOOD & BEVERAGE INDUSTRY

Courtesy Millipore Corporation.



Profil Solutions - approved UK agents for Carlson Filtration Ltd, Merck-Millipore & Velo Technologies.

Profil supply Carlson filter sheets & lenticular filters, Merck-Millipore filter cartridges and laboratory membranes, filter bags and all types of filtration equipment, new & reconditioned to suit all budgets.

Profil also supply DE Filters, Crossflow filters, sheet filters and other equipment manufactured by Velo Technologies.

For further product information, please contact Dave Manns on 01531 890809 or e-mail to davemanns@profilsolutions.com

Profil Solutions Ltd, A.B.E. Estate, Bromyard Road, Ledbury, Herefordshire HR8 1LG T: 01531 636704 F: 01531 806396 M: 07894 704895 W: www.profilsolutions.com



How can craft brewers grow while maintaining quality? asks David Gurr of InfinityQS

We all know that craft brewery is growing at an astonishing rate. For successful UK craft breweries such as BrewDog, Cloudwater and Hop Stuff, posting turnover growth of 50-100% is regarded as business as usual. SIBA's annual survey reports 64% of respondents expecting to grow turnover in 2017. And with Big Beer getting in on the act and buying their way into the craft beer market (Lagunitas, Goose Island, Camden Town, Meantime, Birra del Borgo) there's now more money in craft brewing than ever.

Here in the UK, there's also an incentive to grow fast. Progressive Beer Duty means a brewer pays less in duty if they're producing less beer. Break the 5,000 hl/yr barrier and you have to grow fast, since beer duty increases at a faster rate than economies of scale.

But if you're going to grow fast, how can you do it while maintaining (or better still, improving) quality and consistency?

Small brewers often manage with simple lab record management systems using Excel and paper log sheets for sensory data.

But as your operations grow, this starts to become untenable. Your customers (whether retail or supply chain) start demanding higher levels of quality and consistency. Combined with the greater scale, you now have a whole new set of challenges:

- As your customers demand greater quality and consistency you need to collect more datapoints – not just end-of-line, but in-process checks such as pH, bitterness, gravity, CO₂ and O₂. How can you manage this increase in data (for an increased production volume) and make sense of it all?
- When you're small, it's probably the same person doing the same check each time. As you grow, you'll add more people. How do you maintain consistency of checks?
- Craft beer doesn't have the shelf-life of other beers and so you can't use inventory as a way of evening out production problems. As a result, the cost of producing a bad batch isn't just in the lost sales value for that batch – it's also in the delays from replacing it, potentially restricting availability and losing out to a competitor. So how can you minimise the risk of producing a bad batch?
- Traditional Laboratory Information Management Systems (LIMS) or ERP systems don't address the entirety of these issues. So you need a new system. But how can you implement a system covering all of this without huge IT costs?
- Many craft brewers are focusing on retail packaging rather than casks or kegs, as there's better profits. As your production volume increases, the cost of overfill for retail packaging starts to become significant. You can't underfill without running the risk of breaching net content control or weights and measures legislation – so how can you minimise overfill and maximise profits?
- The beer drinker's experience of your product isn't just down to your brewery processes. For craft beer more so than others, it's also affected by handling processes in the downstream supply chain. But how can you effectively record and analyse quality checks at the point of sale?

InfinityQS has been a leader in providing quality management solutions to all types of manufacturing industries over the past 28 years, with a strong pedigree in the food and beverage sector.

We're now bringing our expertise to Craft Brewery. If you'd like to explore any of these issues in more detail, please get in touch.



Combining a lifelong love of great beer with industry expertise in Process Improvement and Quality, David Gurr is the sector lead for Craft Brewery at quality systems specialist InfinityQS.

dgurr@infinityqs.com
LinkedIn : davegurr



AD PROFILE

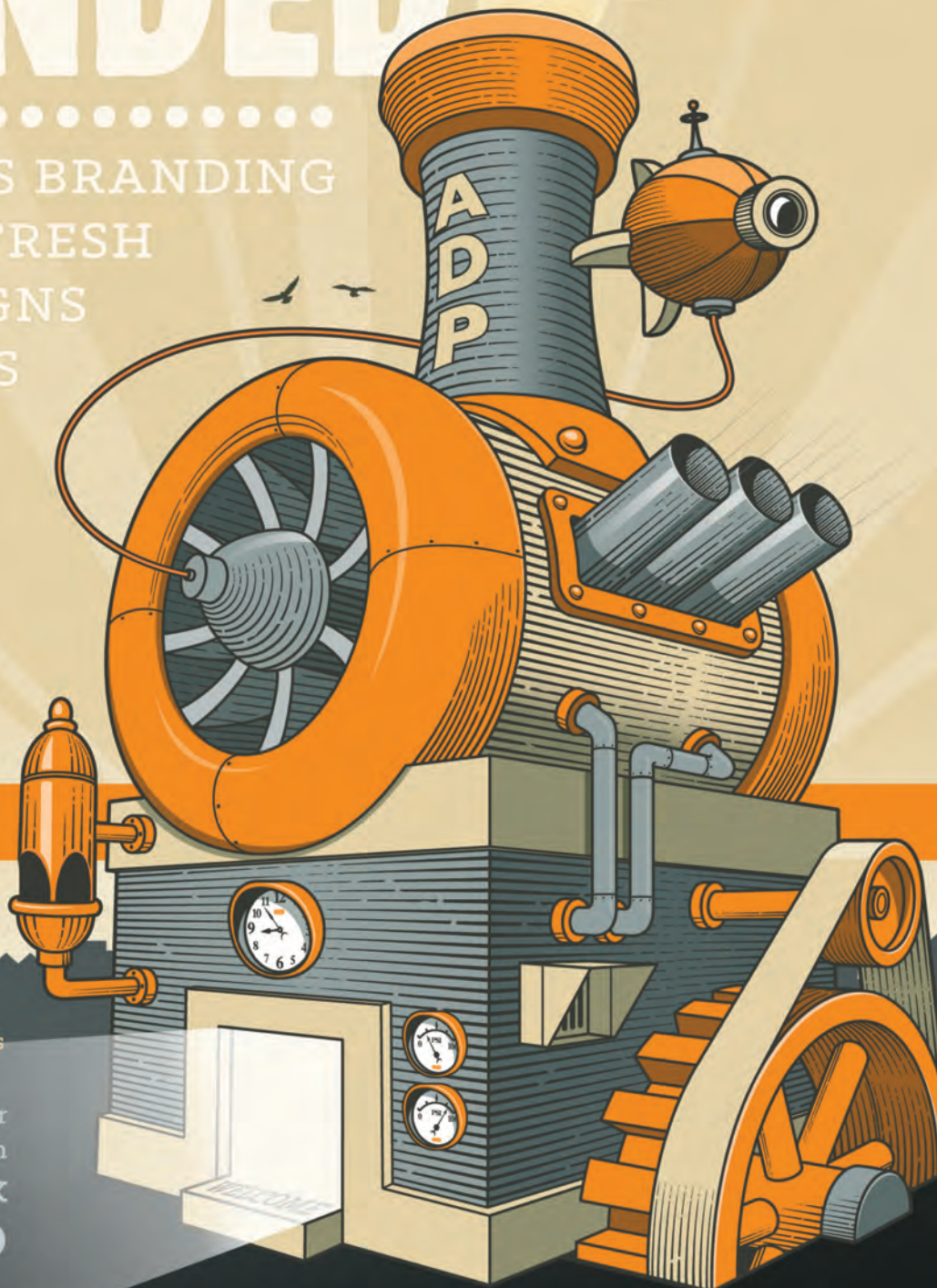
DESIGN WORKS


YOUR BEER BRANDED

.....

BLANK CANVAS BRANDING
BRANDING REFRESH
ONE-OFF DESIGNS
BOTTLE LABELS
PUMP CLIPS
PRINTING
PACKAGING
BROCHURES
ILLUSTRATION
WEB DESIGN

TAILOR-MADE PACKAGES
FOR EVERY BUDGET



 @ADProfile

 ADP.Designs

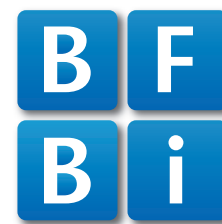
Call now to discuss your options or
visit the website for some inspiration

WWW.ADPROFILE.CO.UK

01260-273660

• CREATORS & PURVEYORS OF FINE GRAPHICS •

Brewers/Distillers Benefits



BFBi was formed in 1907 as ABTA (Allied Brewery Traders' Association) to lobby Government of the day's legislation to control the Brewing & Licenced Trades.

Among a gamut of sweeping changes aimed at the Brewing & Licenced Trades, its main proposal was that, at the end of 14 years, the ownership of all licenced premises should revert to the State.

Also, at the end of this term, local polls would give electors the option of voting for complete prohibition or a reduced number of licences. ABTA distributed millions of leaflets, posters and pamphlets throughout the country, culminating in a demonstration on 29th September 1907 in Hyde Park attended by 250,000 people, including 120,000 members of the Brewing & Allied Trades.

Such was the effect of this demonstration that the Bill received its coup de grace in the House of Lords on 27th November 1908.

109 years on, BFBi continues to represent the supply chain into the beverage industry with Full Members ranging from barley and hop merchants through to process engineers, packaging, point of sale.

Manufacturers, including brewers/distillers, may join as Associate Members.

As a "traditional" industry (in its best sense), where relationships between supplier and customer are recognised as adding value and ensuring sustainability, BFBi is well known as a facilitator of social and professional networking events.

BFBi also has a range of benefits available to manufacturers, as well as traders, including:

- **Export Support** – as a Trade Challenge Partner for UKTI, BFBi delivers financial and mentor support to companies within the brewing and beverage industry, as well as organising attendance at overseas exhibition and market visits. Host of the British Brewing Industry Export Email Group. This is a free of charge benefit to all manufacturers, with BFBi communicating and facilitating export leads. To be added to the list, please contact us.
- **Discounted Feed Assurance Scheme** – a Scheme developed for brewers producing less than 200,000hl of beer per year and its distilling equivalent. As a BFBi Member, brewers and distillers benefit from a one band discount (Band 2 and above).
- **Free of charge HACCP Training** – for brewers/distillers on the Feed Assurance Scheme. Certificated by SALSA.
- **Annual Directory** – the most comprehensive guide to the industry, distributed worldwide. Available in hardcopy, cd format and interactive format on the web.
- **Website** – constantly updated with access granted to Members Area, packed with updated research, legislation, guidelines and BFBi information.
- **Newsletter** – SupplyLines quarterly newsletter, sent to Members and industry. Your press releases are included free of charge. The BFBi e-newsletters provide a weekly update for Members of BFBi. Members may also use the facility to market events they may be organising to other BFBi Members.
- **Market Information** - access to news, statistics and information from internet sites around the world ((BFBi is a subscriber to the Financial Times, Just Drinks, The Grocer, Birkners Beverage World and other global drinks sites).
- **Business Advisory Helpline** - provided, free of charge, to BFBi Members from Croners Consulting giving advice and information on the full range of business issues, including PAYE, VAT, Tax, Corporate Law, HR, H&S
- **E-Groups** – the latest industry and sector specific information, delivered direct to your inbox weekly.

ASSOCIATE MEMBERSHIP
COST: £220 + VAT per annum

For more information please contact info@bfbi.org.uk

BFBi, 11 Side Strand, Pendeford Place, Pendeford Business Park, Wolverhampton WV9 5HD
Tel: 01902 422303 • Fax: 01902 795744 • Email: info@bfbi.org.uk
www.bfbi.org.uk

AMERICAN HOPS

AVAILABLE AT CHARLES FARAM



- Cascade
- Centennial
- Columbus
- **Comet**
- Mount Hood
- Willamette

Comet

- Dual purpose hop
- Grapefruit, Spicy, Citrus character
- Strong bittering



CHARLES FARAM & CO LTD

HOP FACTORS & MERCHANTS SINCE 1865

The Hop Store, Monksfield Lane, Newland, Malvern. WR13 5BB
Tel: + 44 (0) 1905 830734 Email: enquiries@charlesfaram.co.uk

OUR GLOBAL DISTRIBUTORS CAN BE FOUND AT

www.wellhopped.com

Moeschle

Vessel Design and Manufacture



- Coppers (gas and steam heated options available)
- Mash tuns
- Hot/cold liquor vessels
- Fermentation vessels (cylindrical/rectangular)
- Conditioning and dual purpose vessels
- Pressure vessels
- **Please call for further details**

MOESCHLE (UK) LIMITED

Unit 1b
Parkway Rise,
SHEFFIELD
S9 4WQ

Phone: 01142 434463
Fax: 01142 448932
sales@moeschle.co.uk
www.moeschle.com

