

# YOUR VOICE

## bfb

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COMPLIMENTARY COPY



AN OPPORTUNITY FOR THE BEVERAGE INDUSTRY TO MEET LEARN & DISCOVER



BEVEXPO 2019 INCORPORATES AN INDUSTRY EXHIBITION, DEDICATED SEMINAR SPACES & FANTASTIC OPPORTUNITIES TO MEET & GREET INDUSTRY PROFESSIONALS!

WWW.BEVEXPO.COM

JUNE 25<sup>TH</sup> & 26<sup>TH</sup> 2019

RICOH ARENA, COVENTRY

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REPRESENTING THE VALUE CHAIN SUPPLYING THE BEVERAGE INDUSTRY

# From the chair



**Melissa Abbott,  
BFBi National  
Chair**

Feedback so far on 'Your Voice' has been very positive including comments such as "much clearer", "less cluttered", "easier to read", "brighter and more modern". All great stuff so please keep your stories coming and make the most of it to let the membership know what you are up to and where there may be opportunities to work together.

By the time you read this the new website should be up and running. My first impressions are of a modern, professional association with a fresh, user friendly look and lots of useful information. Please have a look ([www.bfbi.org.uk](http://www.bfbi.org.uk)) and let us know what you think at [info@bfbi.org.uk](mailto:info@bfbi.org.uk). A new addition to the site is an 'ask us' section which enables you to ask questions online. With membership throughout the supply chain there is not an answer we cannot answer to some degree. This facility will evolve over time and I ask that you help us get it started by going on to the webpage and asking questions so that our members may provide you with answers.

It's been a busy few weeks for the head office team who have been doing a fantastic job coordinating the International Brewing and Cider Awards. This year saw the number of cider entries double, although beer entries were slightly down. This is not unexpected and entries remain very strong.

This event culminates at our annual lunch, hosting the International Brewing & Cider Awards medal and trophy ceremonies where there will be an opportunity to enjoy the world's finest beers and ciders. The lunch is on the 1st May at the Guildhall in London so if you haven't got tickets yet don't miss out. The event begins and ends in the crypts which date back to Edward the Confessor (1042) and are situated directly below the Great Hall where lunch will be served. We couldn't ask for a more impressive setting!

The #engage2change process is continuing into phase 2 where engagement from members and industry is ever more key. As always, we are keen to hear from you, what you would like the association to provide going forward so please get involved. Remember – you get out what you put in!

**The next issue of YOUR VOICE - Autumn 2019 - will be published in the early part of August. Any member companies wishing to submit editorial for consideration should email it to [info@bfbi.org.uk](mailto:info@bfbi.org.uk) by Friday 5th July 2019 please.**



## Brewing Food & Beverage Industry Suppliers' Association

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OVER 100 YEARS SERVICE TO THE  
BREWING, FOOD & BEVERAGE INDUSTRY



## New BFBi Website

The new BFBi website is launched. The new website hosts an "Ask Me Anything Beverage" chat box. We like to think that, within the scope of our membership, most questions can be answered and, if we don't know the answer we know somebody that does.

So – don't go to google to find out the answer to your question – go to [bfbi.org.uk](http://bfbi.org.uk) and ask us anything beverage.

## Encirc 360 Tour Elton, Cheshire Thursday 23<sup>rd</sup> May 2019



JOIN US: for a tour of the Encirc 360 plant in Elton, Cheshire

One company. Two sites. Three services.

They are the only company to offer a full service throughout the supply chain, saving time, money and effort.

Based at two sites. One in Derrylin, Ireland, and the other in Elton, Cheshire, which we have been invited to take a tour of!

They provide customers with a single solution, offering container glass manufacturing, filling and logistics, which is unique in their field.

To book your place NOW contact [siobhan.mcgonigle@bfbi.org.uk](mailto:siobhan.mcgonigle@bfbi.org.uk)  
01902 422303



Brewing, Food & Beverage Industry Suppliers' Association





# Chief Executive's Blog...

## To Brexit Or Not To Brexit

**At the time of writing we still have no idea if we are Brexiting or not or, if we are, in what form. We all have our own personal thoughts about the Government process over the past three years and it is not for me to state mine here.**

However, BFBi would like to offer help to manufacturers who are finding it difficult to elicit any concrete strategy, process or answers from Government on supply chain issues. Some of you may feel I should not be addressing such a contentious issue. I would remind you this is how BFBi was formed, to support an industry that was seeking support from Government.

BFBi represents an entire supply chain, a supply chain that is endeavouring to continue to supply no matter what form of Brexit we end up with. If you have questions regarding raw materials, components, machinery etc then please ask us and we will put you in touch with those that can help. By knowing what our customers need and want, we can ensure it is available in a timely fashion.

If Government is not going to help industry with an informed, cohesive strategy let us form one for ourselves. Collaboration between industry sectors and bodies has worked well in the past and will continue to do so into the future.



The new BFBi website is about to be launched and features an "Ask Me Anything Beverage" facility on the home page – if you have a question, please ask it. Come visit our exhibitors and speakers at BevExpo 2019 on 25th & 26th June, together we can make hard or soft Brexit work.

**Perhaps we will know if we are in or out of Europe when our next issue goes to press in October....**

**Ruth Evans MBE BFBi CEO**

## Sensory Seminar

**The first BFBi and Society of Dairy Technology collaborative event took place on 16th April at The Food Centre, Harper Adams University.**

The theme of the seminar was sensory evaluation, aimed at those involved in new product development and analysis within the dairy industry (although the presentations also



lent themselves to brewing and other beverage sectors).

Presentations included:

- Using Sensory Science to shape the products for tomorrow's consumer – Sensory Dimensions
- Applications of testing standards within the dairy industry - FlavorActiv
- Development of a sensory lexicon – Cara Technology Ltd
- Emotions Measurement and Sensory Evaluation – Harper Adams University

The event was made possible via sponsorship from BFBi members:

**Cara Technology Ltd** – a world leading company developing, manufacturing and supplying products and services for sensory testing of food and beverages,  
**FlavorActiv** – a world leader in the training and monitoring of professional tasting panels, and an expert in the supply, monitoring and analysis of sensory systems  
**Moody Direct Ltd** – leading suppliers to the process industries: spare parts, components, servicing, maintenance, bespoke process & packaging projects.  
**QCL Scientific Ltd** – analytical solutions for the dairy, food, beverage, agricultural, water and pharmaceutical industries.  
**Xylem Water Solutions Ltd** – key analytical solutions to the UK dairy industry

Copies of the presentations may be obtained from [events@bfb.org.uk](mailto:events@bfb.org.uk)

Following the success of the event, further collaborations will take place. If you feel there is a topic we should cover please contact either BFBi or SDT.

### Saltaire Brewery & Salt Beer Factory Tour Bingley, West Yorkshire Thursday 16<sup>th</sup> May 2019



**JOIN US:** For a tour of two breweries located within a UNESCO World Heritage Site:

**Saltaire Brewery** - creating beers since 2006, aiming to "bridge the gap between cask and craft", as part of its five-year growth plan.

**Salt Beer Factory** – located in a Grade II listed tramshed. A microbrewery with a difference, unifying heritage and modern brewing.

To book your place **NOW** contact [siobhan.mcgonigle@bfb.org.uk](mailto:siobhan.mcgonigle@bfb.org.uk)  
01902 422303



Brewing, Food & Beverage Suppliers' Association

## BFBi EVENTS

## BFBi &amp; IBD Joint Technical Symposium

**This year's BFBi & IBD Joint Technical Symposium took place at Derbyshire County Cricket Club, courtesy of Briggs PLC. There was a full house with 39 attendees eagerly awaiting the five presentations.**

John Hancock opened the batting, the topic being Liquid/Solid separation in the brewhouse. John gave a well-balanced review of the topic comparing mash tun, lauter tun, mash filter and a relatively new innovation from Ziemann called 'NESSIE' which is still in development. Understanding of the points was helped by the visual presentation.

This was followed by two further speakers from Briggs, Ian Murfin who presented on fluid flow and Alan Kellett who presented on heat transfer.

Ian talked about fluid flow and Reynolds numbers before moving on to pipework sizing, pump sizing and energy saving, as associated with VSD. He then moved on to NPSH and factors affecting it before finally talking about the Moody diagram.

Alan then took over and talked about heat transfer. A general overview was given before moving on to brewery applications - the theory, specific heat, the difference between sensible and latent heats. He then explained combined heat and examples of energy calculations relating to rate of transfer, touching on overall heat transfer coefficient, log mean temperature difference, before closing with comments about plate heat exchangers, shell and tube units and vessel jacket design.

The next speaker was Oliver Meckler from Pentair whose presentation covered Darcy's Law and brewery filtration plant focused specifically on membrane filtration. Using the Pentair X Flow hollow fibre membrane he described trans membrane pressure.

The new Pentair skid design concept was presented together with the benefits of membrane filtration.

The final presentation of the afternoon was entitled Stokes Law and brewery centrifugation, given by the experienced team of Peter Howard and Mark Breeze. Opening with an explanation of gravity separation, the factors affecting it and how to improve the gravity effect, they went on to discuss and explain Stokes Law, its components and again how to enhance the separation effect. The arrival on the scene of Gustaf de Laval and his creation of the Alfa disc together with his cooperation with Clemens von Bechtolsheim was covered and the benefit, in terms of separation, using an enclosed vessel with Alfa discs.

The brewing process then became the theme, hot area, cold area and 'filtration' Each area was reviewed and the benefits of a centrifuge for hot wort clarification, green beer separation, beer recovery from waste yeast and then centrifuging for final beer clarification were all covered. The savings and benefits were discussed.

The self-cleaning separator was then the subject, dealing with details including discs, design features and the advances of the years. Peter then touched on the new BRUX 5.0 unit with its disc features. Some details relating to decanter centrifuges were covered and then finally, disc design concluding with the many benefits associated with all the latest design features.

We are most grateful to all the presenters for the efforts in preparing their presentations and spending the afternoon with us. A big 'Thank you' to Briggs for hosting the event and for their splendid sandwich bar hospitality. Copies of the presentations may be obtained from BFBi or downloaded from the Midland Section page of the website.

**Tour of the Palace of Westminster  
& Afternoon Tea  
At The House of Lords**  
Tuesday 11<sup>th</sup> June 2019  
Ticket Price: £90.07 + VAT pp

**Part One: JOIN US** for a bespoke tour of Palace of Westminster and learn about the history of this prominent building in the heart of London

**Part Two: JOIN US** for Strawberry Afternoon Tea. Enjoy a selection of sandwiches followed by freshly baked butter tarts scones served with jam, Cornish clotted cream and a selection of assorted cakes and pastries with Indian Tea and English Strawberries.

To book your places NOW contact [siobhan.mcgonigle@bfb.org.uk](mailto:siobhan.mcgonigle@bfb.org.uk)  
01902 422303

**YOUR VOICE**  
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**HOUSES OF PARLIAMENT**

**White Peak Distillery Tour**  
Ambergate, Belper, Derbyshire

**Wednesday 11<sup>th</sup> September 2019**

Join us: Situated in the UNESCO Heritage Site of the Derwent Valley Mills is an up and coming craft spirit distillery in the heart of the Peak District.

Home in the ancient woodland, rich in history the White Peak Distillery is located in the old Johnson & Nephew Wire Works building. Incorporating the old pumping infrastructure into equipment used today.

For more information or to book your place on the tour email [siobhan.mcgonigle@bfb.org.uk](mailto:siobhan.mcgonigle@bfb.org.uk)

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**WHITE PEAK DISTILLERY**



## PEOPLE

## 100-year Dynasty At Campden BRI Ends As Martin Hall Retires

Campden BRI's director of science, Professor Martin Hall, has retired, bringing to an end an era that saw generations of the Hall family employed at the Chipping Campden based science and research organisation, since it was first established 100 years ago.

Martin's grandfather, Frank Hall, was the first to join the research company in 1919 and worked as an experimental gardener managing crop trials. Martin's father, Les Hall, joined the organisation in 1944 as a laboratory technician and retired as head of microbiology in 1987. Martin's uncle, A W 'Son' Hall, also worked there from 1932 until 1968. The Halls have had a member of the family working continuously at the company since 1919

and together the family has given over 150 years' service to it. In July 2015 a £2.5 million, state-of-the-art food analysis laboratory was opened and named The Halls Laboratory, in honour of their contribution.

In 1975, Martin (pictured) started work as a research officer at The Campden Food Preservation Research Association, as it was known at the time, when it provided

scientific and research services to the UK government. He was instrumental in transforming the organisation into a company that now works directly with the global food and drink industry, and turns over more than £20 million a year.

On his retirement, Martin said: "The word unique is often over-used, but Campden BRI is truly unique in its work, the relationships it has with industry and what it is like as a place to work. I'll certainly miss the place, but I'll spend the time travelling with my wife, Younga, and I have a few personal hobbies that will keep me busy including fishing, oil painting, gardening, stamp collecting, and generally fixing and tinkering with things. Retirement will also allow me to spend more time with my mother, who will be 102 this year."

Campden BRI now has 2,600 member companies from 80 countries, including all of the top 10 UK retailers, the top 15 global food and drink manufacturers, and many of the world's biggest brands. Over the past 44 years, Martin, who leaves his role as a director with responsibility for chemistry and biochemistry, microbiology, consumer and sensory science, and statistics, initiated many areas of the business's growth and secured the first industry LINK-funded food related projects in the UK, and the first European funded project at Campden BRI.

[www.campdenbri.co.uk](http://www.campdenbri.co.uk)



## Simpsons Malt Appoints New Operations Director

Family-owned maltster Simpsons Malt has welcomed Andrew Holding to the position of Operations Director at its Tivetshall Maltings in Norfolk.



Responsible for leading the Tivetshall and Fersfield teams and overseeing manufacturing operations, Andrew will also join the company's Operation Board. Andrew brings with him a wealth of experience in maltings and food produce management roles, having spent over 20 years with Stowmarket-based Muntons followed by roles with Peterborough-headquartered food producer, Produce World Group. He also holds an MBA and a Malting Diploma.

In this new role, Andrew will work strategically with the Simpsons Malt Tivetshall Maltings team as the site undergoes an extensive investment programme to expand its production capacity. Speaking of this new role at the leading maltster, which is over 150-years old, Steven Rowley Operations Director of Simpsons Malt Ltd said: "We look forward to welcoming Andrew to the Simpsons Malt team. He brings with him a wealth of knowledge and experience in the food and malting industries and will implement a strategic approach to maintain a quality output at our Tivetshall maltings."

Andrew added: "This is an exciting chapter for me personally and I am pleased to be joining the family at Simpsons Malt, especially at a time when there are such exciting developments on the horizon."

Andrew Holding is from Kent, where he grew up in a farming family. In addition to his MBA, Andrew holds a degree in Biological Sciences at the University of East Anglia.

[www.simpsonsmalt.co.uk](http://www.simpsonsmalt.co.uk)

## NEW MEMBERS

### TAPHANGLES

**From discovery to delivery, Taphandles' service offering is extensive, undiluted and unrivaled.**

At Taphandles, dispense marketing is our universe. Headquartered in Seattle, WA, USA, with operations in Amsterdam and Asia, we have been a leader in the design and production of bespoke dispense marketing tools since 1999.

Our award-winning design studio starts every project with understanding your brand and putting pen to paper. Using state-of-the-art 3D modelling and rendering engines, we can ensure design integrity from concept ideation, to engineering, product development and on through production. Whether a tap handle, bespoke font, LED sign or other point-of-sale idea, we'll craft a solution fit for you.

Our process is anchored by dedicated project management, which allows our partners the flexibility to leverage our expertise to fit their needs. This approach ensures the highest degree of continuity possible, while ensuring precise execution.

Taphandles – uniquely positioned to create value and provide choice.

[www.taphandles.com](http://www.taphandles.com)



## OPINION

# Anaerobic digestion could prevent 'millions of tonnes' of food going to waste

**Anaerobic digestion is a win-win for both the environment and major food and beverage companies who want to achieve renewable energy targets, but current funding and incentives programmes favour the agricultural sector and small-scale producers. In fact, growth in anaerobic digestion in the agricultural sector is outpacing industry 8-times over.**

So says Steven Wilcox, Head of Business Development at Alpheus Environmental. Alpheus Environmental often meets with large-scale food and beverage manufacturers who want to do the right thing and meet their sustainability targets, but at present the incentives simply aren't there for them to choose anaerobic digestion.

Therefore, this month we have called for more support for large-scale food and drink manufacturers who want to install anaerobic digestion facilities on-site. Analysis of existing funding and incentives found that it is more cost-effective for large-scale manufacturers to offset their energy usage by purchasing off-site renewable energy assets than produce energy from the company's own waste.

At present, it is more cost-effective for a large-scale food or beverage company to invest in a wind farm in Scotland – for example - than install an on-site anaerobic digestion facility.

The opportunity cost to the UK is significant, with millions of tonnes of waste going to landfill and millions of litres of wastewater sent to drain that could otherwise be used to produce bioenergy, biosolid sludge products – which have multiple uses as a fuel source and soil conditioner - and to feed large volumes of biogas to the grid.

Current funding and incentives for anaerobic digestion projects favour farmers and small-scale food manufacturers and processors. As a result, anaerobic digestion in those sectors is thriving with the number of agricultural plants across the UK rising from 50 in 2012 to 450 in 2018, marking an 800% increase.



## Need to work together

Meanwhile, there are less than 50 industrial-sized factories housing on-site anaerobic digestion plants in the UK, marking an increase of 100% since 2012 according to ADDBA data.

With Brexit generating uncertainty in relation to ingredient sourcing and exports over the next 5 years, large-scale manufacturers see the multi-million-pound investment needed to install anaerobic digestion technology as being a considerable risk.

At the risk of the UK falling behind other industrialised countries, the government, wastewater management industry and food & beverage sector need to work together to make anaerobic digestion a more appealing and accessible option for industrial-sized companies.

In addition to increased funding and incentives for industrial-scale manufacturers, we have suggested that a new green energy and circular economy product marking be considered for manufacturers who invest in on-site renewable energy production.

With consumers increasingly taking the environmental credentials of food manufacturers into account, a specific product marking to reflect a company's commitment to produce energy from their waste would both incentivise and reward companies to invest in on-site anaerobic digestion facilities.

[www.alpheus.co.uk](http://www.alpheus.co.uk)



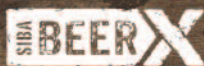
**Steven Wilcox, Head of Business Development at Alpheus Environmental.**

**"We have called for more support for large-scale food and drink manufacturers who want to install anaerobic digestion facilities on-site."**





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NÜRNBERG MESSE



## PRODUCTS & SERVICES

### Creating 3D Brand Impact At Point Of Sale

What are the objectives of all beer brands at point of purchase? To creating impact, attention and desire. The new range of lens developed by Micro Matic are the latest example of working in partnership with breweries, both large and small and listening to their unique objectives to attract attention when customers are approaching the bar. The next phase in impact is not just making the oval or round lens itself stand out, but to make the brand icon literally come out of the lens. Welcome to 3D lens branding.

All successful breweries pride themselves on having a passion for quality in the beer they produce and how they operate. Micro Matic is known for the same attention to detail and focus on quality therefore the company has recently been approached to create this new concept in 3D beer lens branding by a number of breweries.



### Pipeline Products Offers Cost-Effective Filter solutions

Within the brewing industry, RJT fittings are extremely common and appear in almost every brewery. Options for filtration can often be overlooked due to the prices but Pipeline Products has a solution which has proven both cost-effective and efficient - RJT cone filters.



Breweries large and small have ordered RJT conical filters (pictured) and found them to be a great success. They needed a filter solution that was quick and easy to install, cost-effective and available off the shelf. Once explained that these "witches' hats" are designed to sit inside an RJT union and meant there were no extra installation costs, they were sold. Covering sizes from 1" to 3" meant that regardless of the line size a solution could be organised for next day delivery.

[www.pipeline-products.co.uk](http://www.pipeline-products.co.uk)

The most recent high profile brand project was for Heineken. Carefully selecting materials and production techniques for the Project Star design, Micro Matic was able to develop the design concept into a high specification 3D lens.

Being able to make iconic brand shapes burst from the edge of the lens helps attract attention and brand recognition from a distance therefore it has been very well received in the industry.

The lens created by Micro Matic is available in illuminated and non-illuminated versions, suitable for different bar settings and they help set brands apart from the more standard round and oval lenses that are typically seen in bars in the UK. By listening carefully to customers' requirements, Micro Matic was able to produce eye catching point of sale in line with strict brand guideline requirements.

For smaller brands who do not have the budget for bespoke 3D shapes, Micro Matic offers a range of shapes to suit brands who require shorter runs or seasonal ranges. You can see the range of round lenses and oval lenses available to design and order on the company's website..

[www.micro-matic.com](http://www.micro-matic.com)

### SolvAir's Innovative New Blower

**Craft breweries, wineries and other production facilities, with low to medium volume production lines, will now be able to cut energy costs and improve performance thanks to the Eco-Blow, SolvAir's innovative new system.**

Designed to fit existing packaging/filling lines, the Eco-Blow is a compact, flexible and economical twin air knife system, suitable for production rates of 3,000 bottle per hour, that delivers rapid drying of cans or bottles, typically 330ml and 500ml sizes, as well as standard 750ml wine bottles.

The Eco-Blow system uses a fraction of the energy used to produce continuous compressed air - from 60% on average, but this can be up to 80%. These savings are obtained through the Eco-Blow's high-speed energy efficient 4 kW compact and floor standing centrifugal blower, with IP54 housing including an integrated frequency inverter within an IP64 housing. The blower draws in surrounding air, with a turbo output delivering up to over 100 mbar in pressure and air flow rate of up to 21 M3/hour. As well as this, the disc silencer reduces blower noise levels to below 80dba.

Using twin air blades with fully adjustable mounting kits in 304 stainless steel, the Eco-Blow is designed to specifically address key production issues, not only providing effective preparation for labelling, but also reducing cardboard carton failure and staining, contamination and corrosion, especially for crown cap application. Further benefits include virtually no water migration onto other machine parts and reduced time in the packaging process.

SolvAir Managing Director Chris Davies says, "The Eco-Blow provides the solution for the smaller volume producer, using either automatic or semi-automatic filling lines, who is looking for fast drying performance from a compact system.



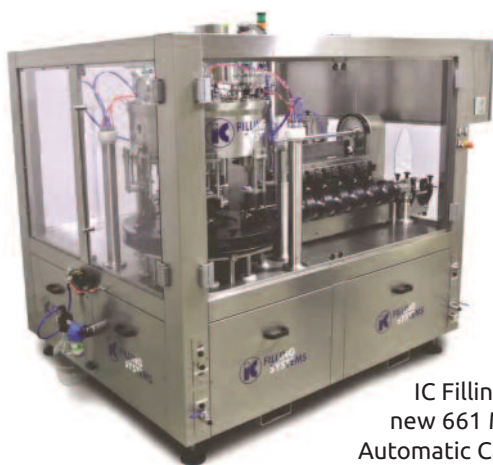
## IC Filling Systems Offers Automatic Canning And Beer Bottling From The Same Machine

**IC Filling Systems is presenting a new approach to bottle beer, cider and other carbonated drink with a single hybrid bottling and canning line.**

Customers no longer need to invest in two separate packaging lines, as now you can have both packing functions in one single line. A quick change over on the semi-automatic bottling Line and now also on the brand new 661 EPV, and you can ship cans to your customers.

A full counterpressure high quality filling valve and a low pick-up of oxygen are the trademarks of IC Filling Systems machines. Operators can now enjoy automatic can or bottle filling at up to 1,200 cans / bottles per hour (330ml / 12oz).

[www.icfillingsystems.com](http://www.icfillingsystems.com)



IC Filling Systems' new 661 Microblock Automatic Can / Bottle Filling Machine

## For Smaller Production Lines

"It is designed for easy installation and running, not to mention significant savings compared to using compressed air."

SolvAir will be demonstrating the Eco-Blow system at the forthcoming BevExpo event at the Ricoh Arena, Coventry June 25th and 26th 2019.



[www.solvair.co.uk](http://www.solvair.co.uk)

**Pictured left:  
The EcoBlow is  
designed to  
retro fit  
(conveyor  
not included)**

## BevEx Invites You To See Its Latest Tubing Product Solutions At BevExpo

**Come and visit Silver Sponsor BevEx at Bev Expo 2019; the forum to improve trade connections and discover the latest new and innovative products and services, on 25th and 26th June 2019 at Coventry's Ricoh Arena.**

BevEx, part of the K-FLEX Insulation group, will be joined by other beverage industry organisations within the supply chain to what is the 'go to' event, for all beverage industry professionals, here in the UK.

BevEx lays claim to being the world's only manufacturer to produce both the elastomeric foam insulation and polymer tubing for its product range. The pythons are manufactured to suit the specific customer requirements for applications with beer, soft drinks, water, wine and spirits. An extensive range of python systems, trace cooling, insulation and food grade tubing are available to meet the requirements of brewers and soft drink companies.

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

Come and see our recently developed products which include our K-FLEX K-Box (pictured) for chilled pumps, our Energy Plus python for thermal efficiency, our longer Python Brackets to meet customer demand as well as our standard range of polymer tubes and accessories.



If you would prefer to meet us face-to-face, take advantage of the new BevExpo 'Book n Meet' system where you can book a one-to-one meeting with us at mutually beneficial time, once you have registered for the show.

If you would like to meet either Dirk Parker, Sally Joyce or Melonie Frost please email your request at [marketing@kflex.co.uk](mailto:marketing@kflex.co.uk) or call us on 01530 834 888 about how we can help meet your specific requirements.

BevEx looks forward to meeting you at our Stand 1 & 2.

[www.bevex.co.uk](http://www.bevex.co.uk)

## RESOURCES

# Water, water, everywhere but not a

**A reliable groundwater supply is vital for many brewers, distillers and maltsters who require large volumes of water of a consistent quantity and quality for production.**

Unfortunately, groundwater supplies are not unlimited. After the very dry summer in 2018 and below average levels of rainfall during winter, the impact on groundwater levels is now really starting to show, with aquifers not recharging sufficiently.

The most recent data from the British Geological Society & Centre of Ecology<sup>1</sup> highlighted that, by the end of February 2019, groundwater levels in the principal aquifers across the UK were generally below normal, with levels still falling at many locations. Although there were various short term rainfall events in March, these will do little for the recharge of groundwater.

All the UK environmental regulators are now planning for drought in 2019 and if the dry weather continues as we come in to spring and summer, you can be sure the dreaded 'D word' will be back at the top of the regulatory agenda.

## Act Now!

A lot of rainfall is needed over the next six weeks to replenish UK aquifers and reduce the risk of pressure on water resources, but with the likelihood that 2019 will continue to be dry, abstractors need to act now to ensure they have the water they need to continue operating during another dry year.

Make sure that:

- Whether you use a spring or a borehole, you know how your source works and where the groundwater comes from.
- Sources are well maintained, not only to maximise performance but also to mitigate against unexpected failures and delays.
- If you have an abstraction licence, you are aware of and compliant with any licence conditions.
- Water management plans are fit for purpose and, where necessary, improved to ease the pressures on water supply.





# drop to... brew?

If you can't answer "yes" to any of those points, then now's the time to act. If you are using a spring supply and experienced problems last summer, then the development of a new borehole may be a solution to ensure your water supply is uninterrupted this year.

## Envireau Water can help!

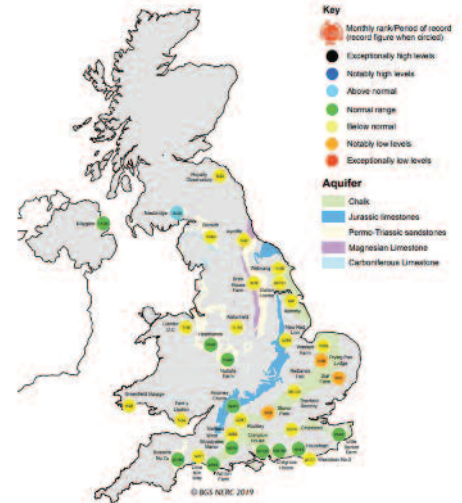
Envireau Water is a leading water resources consultancy specialising in the development, management and regulation of independent water supplies. The company has a long history working with brewers, distillers and associated industries of all shapes and sizes, and can help customers to ensure water security, maximise water efficiency, reduce water costs and solve abstraction licensing and other regulatory problems.

Envireau Water also runs the only conference in the UK that is dedicated to industrial and private water supplies. Taking place this year on the 7th November in Loughborough, the Borehole Users Conference has established itself as the essential professional forum for anyone who uses, manages, owns or plans to develop a private water supply. Its straightforward, pragmatic presentations from leading industry experts makes it particularly relevant to operators of private water supplies. Typically, this year's conference will focus on borehole rehabilitation, how to improve yield, water quality and reduce risk.

Find out more at [www.envireauwater.co.uk](http://www.envireauwater.co.uk).

Get in touch on 01332 871 882

or [info@envireauwater.co.uk](mailto:info@envireauwater.co.uk) to see how the company can support you.



Groundwater levels below normal across the UK.

Ref - BGS & CEH Hydrological Summary for the UK, February 2019

envireau  
WATER

<sup>1</sup> BGS & CEH Hydrological Summary for the UK, February 2019

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## COMPANY FOCUS

### T&J Installations Acquires Southern Technical Services Provider

T&J Installations has extended its southern reach, and its standing within the UK drinks market, with the acquisition of Salisbury-based technical services provider, ALDD (All Liquid Drinks Dispense). ALDD is recognised as being a supplier that provides excellent levels of service to the drinks dispense industry, including leading beer brand owners and Starbucks UK.



T&J prides itself on its ability to cater for the nationwide requirements of a variety of drinks industry businesses. The acquisition sees the addition of ALDD's 14 staff to the T&J team, allowing T&J to serve more businesses in the south of the country and London in particular, where demand for its services has grown substantially.

Customers of both businesses can expect not only continuity in service levels, but an enhancement of the overall offering – with the combining of resources and exclusive contracts. In addition to traditional dispense methods, T&J's product range includes a variety of innovative drinks dispense solutions, which will now be available to ALDD's customers. These solutions include: Nordaq filtered water, FastPour beer dispense, Tank beer, By The Glass wine dispense and preservation, Cocktail dispense, Volume spirit dispense, plus Nitro coffee and cold brew coffee. With ALDD and T&J having worked together frequently in the past, this history of collaboration between the two companies makes the merger a logical step and will help to ensure a smooth transition.

Ian Jones, Managing Director of T&J installations, said: "We are excited to welcome ALDD's talented personnel into the fold at T&J. Having already worked together on so many projects, and being long time personal friends with ALDD's owners, we know that the compatibility between our workforces is excellent. We have always held similar values on how to do business – delivering results to the customer through high quality installation and maintenance work, reliable service delivery and valuable advice – with an emphasis on honesty and integrity. This is an important strengthening of our capabilities within the south of England. The acquisition of ALDD will allow us to continue to provide additional value to our existing customers, as well as more comprehensive support – with growth in new areas of the business."

[www.tandjinstallations.com](http://www.tandjinstallations.com)

### Global Company of the Year Award for Grundfos

With offices in 40 countries and established since 1961, Frost & Sullivan is a trusted and respected name in management consultancy. At its recent global awards ceremony, held in London, the accolade of Company of the Year in the global water and wastewater pump market sector was bestowed on Grundfos Pumps.

On presenting the award, the Frost & Sullivan Vice President cited the reasons for the recognition as Grundfos' superior offerings of sustainable solutions and its many innovations and industry firsts, as some of the rationale behind the award. Another element that drew special commendation was the integration of software within Grundfos products that facilitated bidirectional communication between hardware and operators.

Accepting the award, Grundfos' Marianne K. Knudsen, Group Vice President, Water Utility stated that the reward would act as a reminder that Grundfos must continue to create innovative solutions that will make a real difference to customer, end-users and the environment.

[www.grundfos.co.uk](http://www.grundfos.co.uk)

### Muntions Takes Full Ownership Of Its Thailand Plant

Originally constructed as a Joint Venture operation, on 22nd March 2019 Muntions completed the full purchase of its malted ingredients vacuum band drying manufacturing plant in Thailand. The plant is now wholly owned by Muntions PLC and the facility is called Muntions Ingredients (Thailand) Limited. The purchase cements Muntions position as a global manufacturer and supplier of malted ingredients.

Malt-based vacuum band dried products made in this state-of-the-art plant provide the ideal base for malted milk drinks, confectionery and bakery applications. The plant was officially opened in April 2016 and products made in the Thailand facility are sold around the world utilising a base of malt extract made and supplied from Munton's Stowmarket facility.

The South East Asia market offers a wealth of opportunity for Muntions, through its combination of high population density and local consumers with a strong affinity for the taste of malt. In Asia, malted beverages are often consumed as cold, refreshing drinks, rather than the more usual relaxing bedtime tippie we know in the UK, as the blend of complex sugars, naturally present in malted milk drinks, provide a useful slow energy release.

Muntions has a locally-based new product development team helping to shape the products made in its newly acquired plant to meet the exacting needs of the local market. This, coupled with the expertise and skills provided from the UK head office, ensures that products made in Asia have a global appeal, helping to strengthen Muntions' position as a global player in malt and malted ingredients.

[www.muntions.com](http://www.muntions.com)





# EXHIBITION OPPORTUNITIES FOR 2019/2020

BFBi has arranged a number of opportunities for UK companies to participate in a range of exhibitions around the world during 2019 and 2020.

A UK Pavillion-style space is available at all Brau and drinktec events during 2019, providing companies a platform from which to initiate export explorations in new markets, sharing experience, space, costs. Format would comprise a shared area where companies may take a 4-6sqm space, sharing a meeting area, bar facilities (if appropriate).

## SEA Brew 2019, Bangkok, Thailand, 26-27 September 2019.

The 5th Annual SEA Brew is the region's only annual Conference and Trade Fair for the brewing community. To be staged 26-27 September 2019 in Bangkok, Thailand, the conference will once again attract brewery owners, brewers and distributors from across Asia looking to understand the latest innovations in ingredients, processes and equipment.

BFBi has provisionally booked a block of space that can be split into booths from 2m x 2m in size, enabling companies to undertake a exploration of the market at a low cost. The opportunity to participate in a "Meet the Buyer" event exists if enough companies sign up. For further information and costs contact [ruth.evans@bfb.org.uk](mailto:ruth.evans@bfb.org.uk)



## BrauBeviale2019

### Brau Beviale, 12-14 November 2019, Nuremberg, Germany

The BrauBeviale has taken place in the Exhibition Centre Nuremberg since 1978. 2018 saw over 40,000 trade visitors (2016: 37,923) – over 18,000 of them international and 1,094 exhibitors – 53 percent of them international.

Government trade access programme funding has been secured, with 18 grants available to eligible companies, BFBi hosts two large pavilions (one in raw materials hall and one in engineering hall) and organises the attendance of a number of members to the event, from booking space, organising stand construction, travel passes, hotel accommodation etc. If you are a first time exhibitor to Brau please contact us for advice. For a copy of the grant application form and eligibility criteria please contact [events@bfb.org.uk](mailto:events@bfb.org.uk)

## Changes to TAP funding announced by DIT

BFBi is pleased to announce that the Department of International Trade has agreed to a TAP funding for Brau Beviale 2019. A lifetime allocation of up to 6 grants is available to companies.

However, DIT has announced some important changes to the overall emphasis of the scheme and these will create new responsibilities and obligations for exhibitors and the trade associations using the scheme, as follows:

1. Under the new scheme, there is no automatic entitlement to grants. BFBi will be required by DIT to make a "business case" for each grant and companies will be expected to justify taxpayers' investment in their business.
2. Whilst any UK domiciled SME may apply for a grant, trade associations are now required to work to a new target: 75% of all grants to go to companies with a turnover between £83k and £5m. BFBi will continue to champion giving grants to companies with a turnover below £83k and above £5m but they will need to demonstrate that they done their research and that, potentially, they represent a good Return on Investment (ROI) for the grant.
3. All TAP exhibitors will have a responsibility to provide detailed commercial information both before and after the event to enable us to justify grants to HM Treasury.
4. Companies will be required, as a condition of support, to include an element of DIT/GREAT branding on their stand.

We know that exhibitors will not like this new emphasis and we continue to lobby on behalf of the membership but we also accept and understand that there is an urgent need to justify the continued use of taxpayer funding to HM Treasury. We very much hope that exhibitors will work with us on this!

Other Shows include:

### CRAFT DRINKS INDIA

3 - 4 July 2019, Bangalore

• Craft Drinks India focuses on manufacturing of Craft Beer, Craft Spirits and Wine. International companies offer solutions, inspiration and counselling for Start-Ups as well as established beverage producers.

### FOOD & DRINK TECHNOLOGY AFRICA Date: 9th – 11th July 2019, Gallagher Convention Centre, Johannesburg, South Africa.

Food & drink technology Africa is the premier platform for the Southern African food, beverage and packaging industries, covering the entire process chain, from raw materials handling, processing, filling, packaging and logistics.

### DRINK TECHNOLOGY INDIA

5th – 7th December 2019 – New Delhi

Date to be confirmed 2020 - Mumbai

The leading platform for the Indian beverage, dairy and liquid food industry. With the co-located shows it unites the key players of three industries: beverages, food and packaging. drink technology India features a unique combination: the trade fair serves as a top selling marketplace and a future-oriented knowledge centre. To meet the demands of the rapidly growing Indian market, drink technology India is now held on an annual basis at alternating venues.

201 exhibitors from 17 countries exhibited in 2018.

### CHINA BREW CHINA BEVERAGE

Dates tbc for 2020 edition which will take place in Shanghai

Asia's leading platform for the beverage and liquid food industry covering raw materials, processing, filling & packaging, and logistic products. This number one event features customised solutions for the booming South-East Asian region. It targets the specific needs of the market by matching supply and demand and attracts superior-quality participants. The state-of-the-art venue SNIEC offers excellent fairground and service facilities in the vibrant metropolis of Shanghai.

869 total exhibitors, 256 international exhibitors at the 2018 edition. Visited by approximately 56,000 participants.

# DIARY DATES



## BREWING, FOOD & BEVERAGE INDUSTRY SUPPLIERS' ASSOCIATION

*The Association with real trade benefits*

### FORTHCOMING BFBi EVENTS



For further details contact [info@bfbf.org.uk](mailto:info@bfbf.org.uk)

#### May

- 1st BFBi National Luncheon, hosting International Brewing & Cider Awards
- 16th Tour of Saltaire Brewery and Salt Beer Factory, Shipley, West Yorkshire
- 23rd Tour of Encirc 360, Elton, Cheshire

#### June

- 5th Midland Section & National AGM, Marstons Visitor Centre, Burton
- 11th Tour of Palace of Westminster & Afternoon Tea in House of Lords
- 25th & 26th BevExpo 2019, Ricoh Arena, Coventry
- 27th Eastern Section Outdoor Cricket, Woolpit Cricket Ground

#### July

- 4th London Section & Shepherd Neame Bat & Trap event, Canterbury

#### September

- 11th White Peak Distillery Tour, Ambergate, Belper, Derbyshire
- 13th Western Section Banquet, Grand Hotel, Bristol
- 17th Wyke Farms, Bruton, Somerset
- 19th Pig & Fish Invitational Golf Day, Puckrup Hall, Tewkesbury

#### October

- 8th Eastern Section Badminton Tournament, Debenham Sports Club
- 17th Sheppy's Cider Tour, Taunton, Somerset

#### November

- 8th Midland Section Lunch, Birmingham
- 12th – 14th Brau Bevale, Nuremberg, Germany
- 26th Eastern Section Indoor Football, Debenham Sports Club

#### December

- 19th Eastern Section Festive Food & Drinks, Greene King Beer Café, Bury St Edmunds

To view a consolidated list of events for BFBi/IBD/SIBA please visit [www.bfbf.org.uk/industry-events/consolidated-programme-of-events](http://www.bfbf.org.uk/industry-events/consolidated-programme-of-events)

### Wyke Farms Sustainable Energy Centre Bruton, Somerset

Tuesday 17th September 2019



**JOIN US:** For a tour of Wyke Farms, a family-run cheese-making business from Somerset who not only make award-winning cheese, but also produce renewable electricity generated from organic waste, including the by-products of their own cheese-making, created on their farm.

Lunch is included

Cost – free of charge to BFBi members

To book your place NOW contact [siobhan.mcgonigle@bfbf.org.uk](mailto:siobhan.mcgonigle@bfbf.org.uk)  
01902 422303



Brewing, Food & Beverage Industry Suppliers' Association



### Western Section Pig & Fish Golf day

Puckrup Hall – Tewkesbury

Date for your Diary

Thursday 19th September 2019



To reserve your place NOW contact [siobhan.mcgonigle@bfbf.org.uk](mailto:siobhan.mcgonigle@bfbf.org.uk)  
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Brewery, Food & Beverages Industry Suppliers' Association



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## Sheppy's Cider Tour Taunton, Somerset Thursday 17<sup>th</sup> October 2018



Join us: A tour around Somersets oldest award winning cider makers.

Learn about the 200 year history of Sheppys, see the making of the award winning ciders as well as the home of the English longhorn beef.

For more information or to book your place on the tour, please email [siobhan.mcgonigle@bfbi.org.uk](mailto:siobhan.mcgonigle@bfbi.org.uk)



# BEVEXPO IS BACK FOR 2019

RETURNING TO THE RICOH ARENA, COVENTRY  
ON THE 25TH-26TH JUNE



**B**evExpo 2019 is a fantastic opportunity for the wider beverage industry to meet, learn and discover the excellence of products and services within the entire beverage industry supply chain.

This super-sized trade show brings all sectors of the beverage industry together for a 2 day event ideal for networking, business and learning. The event is returning to The Ricoh Arena in the heart of the UK after a successful show in 2018. The venue is within easy reach by car and public transport meaning BevExpo should definitely be in your calendar for June 2019.

BevExpo is the forum for improving trade connections; discovering what is new and innovative; providing you with the tools you need to grow your knowledge. Our vision is to celebrate all the sectors within the supply chain including cider, dairy, soft drinks, pub operators, spirits, wine and beer.

Drinks manufacturers can attend the show free of charge, passes for suppliers to drinks manufacturers are £50 + VAT which gives access all areas within the exhibition and the dedicated industry lead seminars.

With 3 immersive seminar spaces BevExpo have teamed up with leading organisations including the Institute of Brewing & Distilling and Soft Drinks International who both will be delivering a 2 day seminar programme. Exhibiting companies also have the opportunity to present to showcase new products, services and updates within the industry.

**New for 2019** - BevExpo is proud to announce its new Book n' Meet system! Once registered for the show you can book a meeting with any of our exhibiting companies at a time that suits you both. One-to-one time is a great benefit for both visitors and exhibitors who are looking to maximise their time during the event.

All drinks manufacturers and suppliers who register to visit the event are invited to attend the exclusive BevExpo evening at Dhillon's Brewery. Tickets are £20 + VAT and will include 2 free drinks, food and entertainment. Tickets are available to purchase during the registration process or alternatively purchase at the registration desk at the event.

Whether you are exhibiting or visiting BevExpo is the 'go to' event for all beverage industry professionals. With over 100 exhibitors and 3 seminar areas this is a 2 day networking event not to be missed.

Links to exhibitor and visitor registration and further event information can be found on the BevExpo website. Sign up for your exhibition stand or visitor ticket today at [www.bevexpo.com](http://www.bevexpo.com)

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WE LOOK FORWARD TO SEEING YOU IN JUNE!