

SOMETHING'S BREWING

TRADE NEWS, INSIGHT AND COMMENT FROM THE
BEVERAGE STANDARDS ASSOCIATION

www.beveragestandardsassociation.co.uk



Welcome New Members

We are delighted to welcome: **Cortile Coffee**, Pontypridd; **Treviso Coffee**, Ludlow and **Sustainable Coffee Solutions**, Devon.

Why become a member?

- Networking opportunities for a post virus time
- Promote you and your business in the services directory
- City & Guilds VRQ Barista Training when suitable
- Regional meetings or join our regular on-line forums
- Discounted rates for training course
- Use of BSA logo and accreditations
- Reduced rates for BSA affiliated and run Trade Shows
- BSA website access
- Free technical helpline

Take part & join in what your association is involved in and you will be part of a growing and vibrant business which is working hard to develop and promote 'Raising Standards'.

OTHER STORIES INSIDE THIS ISSUE:

Trade News

WaterCare's NEW iX Filter

Curious about The Bear Club?

How Water Filtration can help Cafés Save Money

Q&A with Sara Metcalfe of Cortile Coffee

AUGUST. 2020 | VOL. 9

TRADE NEWS

Putting a smile back on coffee's face this October!

Here's the plan...

UK Coffee Week is a week-long campaign for Project Waterfall - our charity bringing clean water, education and sanitation to coffee-growing communities.

From 19 - 25 October 2020 you could make a donation from every coffee or kilo served, run a raffle, or host an online competition.

We will be pulling out all the stops for the UK Coffee Week 2020, drawing in the public and getting them out there supporting you, their local coffee shop, roaster or restaurant!

REGISTER TODAY AND JOIN IN THE CELEBRATIONS!

It's now only £10 to register. This gets you a small fundraising kit, and ensures every penny you raise goes straight to Project Waterfall. You're not expected to raise a set amount. Just contribute whatever you feel you can right now.

Go to: <http://www.ukcoffeeweek.com/> to take part



**Attract new customers
& drive demand**

**Change lives of those
in need**

**Join 100s in the
industry fundraising**



TRADE NEWS

Costa Coffee launches 'mini' cup size and food deals:

Costa Coffee has introduced a new "mini" cup size and reduced its meal deal price to £4. The mini cup size means customers can choose from four different size beverages, with the newcomer costing as little as £1.41, if taking advantage of the reusable cup 25p discount. The 8oz (227ml) drink is joined on the menu by the lower priced meal deal, which is a small coffee (one size larger than the mini) or cold drink and a savoury item for £4 between 11am and 3pm daily.

Costa also has a new premium meal deal that includes new menu items such as a hoisin duck wrap and creamy mushroom risotto. Both sweet and savoury options have been expanded too such as a new sausage roll on the breakfast menu, and caramel Bramley apple tart and chocolate torte. Commercial marketing director Eric Tavoukdjian said:

"Our new mini 8oz cup is the perfect choice for coffee lovers at a smaller price point. We know choice and value are important to our customers and we're thrilled to launch the mini and refreshed meal deals."

Treating water with respect!

The world's first truly eco-friendly water filter

RECYCLE | RE-USE | PROTECT & SAVE

A breakthrough in professional water treatment. The iXwater range of filters helps to protect our environment as well as save you money.

iXwater
ecofilter 



100% RECYCLABLE

**Make a real difference, just by changing your water filters...
find out more about iX water eco-filters at www.watercare.co.uk**

For espresso and coffee systems, ice makers, water dispensers, vending and postmix dispensers.



TRADE NEWS

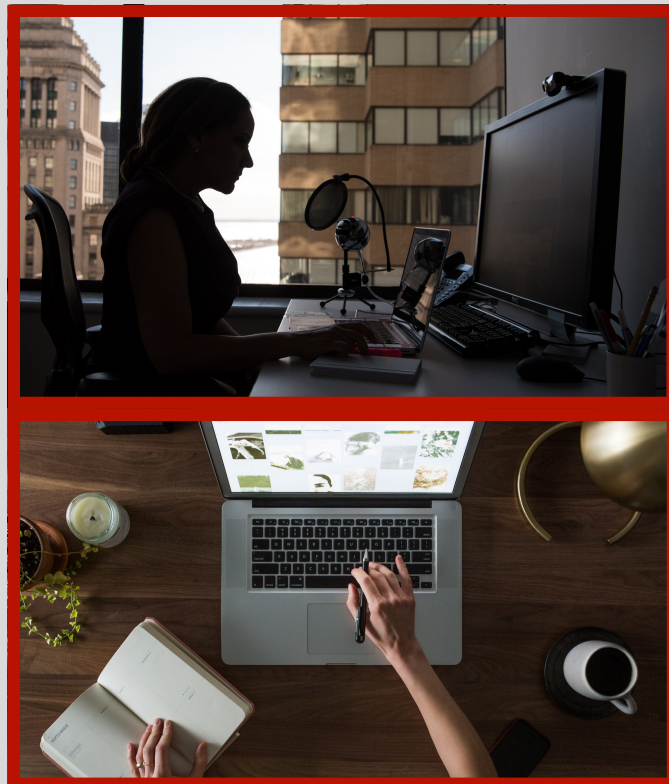
Returning to the office, scrapped by multiple businesses

The BBC recently questioned some of the UK's biggest employers who have said; they do not have any plans to return workers to the office.

One of the main issues employers felt they would face by re-opening office spaces is the managing of social distancing measures. Many felt they could not adhere to these new regulations with a large number of staff present in the office.

With some workers not being able to work from home, many companies have offered the choice of working from the office or from home. This is then assessed to allow flexibility to then accommodate to individual circumstances.

Smaller businesses with less staff may decide to lose office space altogether. This means less outgoings on unnecessary rent and utilities. Another benefit to this includes less time commuting.



However, despite pros and cons for office workers, many businesses in the hospitality sector have been left 'devastated' by the news. Those based in the business districts across the country rely on office workers to make up a large sum of their revenue.

It leaves the question if this is the end of the office era. It would seem employers and employees alike are reluctant to return to the office. However is this a grave danger to the future of businesses in our city centres?



WaterCare proudly introduce, the new iX Water range.

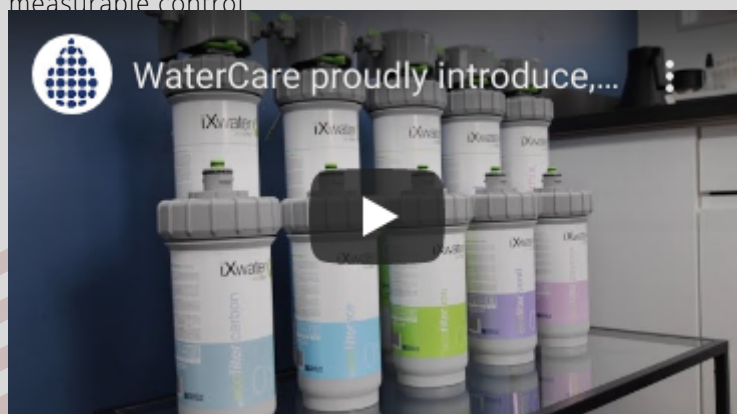
Anna Parrish

What is WaterCare's iX Filter?

iX Water filters are the first truly eco-friendly, 100% recyclable cartridge filter in the market, offering Insert Refill Technology to provide a genuinely sustainable and cost-effective alternative to mainstream cartridge water filters. For use on coffee machines, water coolers, ice machines, vending machines, and catering applications. The iX range offers a comprehensive product in a cost effective, efficient, flexible, and stylish package.

Why was the iX Filter redesigned?

WaterCare are extremely aware of the negative impact that waste plastic has on the environment, plus with the uncertainty of where the hospitality industry will be in the next 12 months following Covid-19 pandemic, WaterCare have created a product and program designed to not only reduce your costs significantly, but also recycle 100% of the expired media inserts and return these back into the marketplace – keeping costs & waste down, whilst creating measurable control.



What's new?

The iX Water range now has a newly designed head for ease of maintenance. The iX Water head has quick shut off, flush valve and an optional digital flow meter. The head also has a variable bypass to allow some untreated water to be dialled back into the water supply which is essential for better coffee extraction and taste.

WaterCare are passionate about providing cost effective, eco-friendly solutions to water treatment. Their NEW, improved iX range of water filters, along with our Replace & Return Program provide an easy, responsible, and cost-effective alternative to current one-way systems. To celebrate the new iX Water filter launch, WaterCare are offering a free* iX01 filter of your choice for your hot or cold drinks application.

Take your pick from the following:

- iX Ion, for coffee machines
- iX Vend, for vending machines
- iX Ice, for ice machines, cubers & flakers
- iX PostMix, for cold drink systems
- iX Carbon, for drinking water

Just email orders@watercare.co.uk quoting 'BSABULLETIN' with your preferred filter and WaterCare will sort the rest!

Discover the full iX Water range at:
<https://www.watercare.co.uk/eco-friendly-water-filters/> or call WaterCare on 01279 780250 to find out more.

*Offer includes one free iX Water filter system per company.



Calling All Roasters

We are keen to extend our expertise and support to the coffee industry, particularly to the coffee roasting community. With existing retailers, wholesalers, manufacturers and distributors, having a meaningful base of UK roasters would enhance a real nose to tail understanding of our sector. Collectively we can navigate the road to recovery and support our members.

We would also welcome any new executive board members from the roaster community if they wish to attend 4 half day meetings per year.

The *Something's Brewing* newsletter is now offering a advertising service. If you and your business wish to be featured in one of our monthly editions please contact us at:

**Advertise in
Something's
Brewing!**



bulletin@beveragestandardsassociation.co.uk

Curious About The Bear Club?

Lou Webster

Time has been stressful for so many of us during lockdown, but like so many of us, it has also provided me with a lot more time to really think about my business and how I want it to continue to grow and reach new audiences. I see my services now, more than ever, as vital for business owners to be able to successfully navigate through this pandemic and economic downturn.

In August, I relaunched my brand, starting with a new look website, new logo and new digital content. I appreciate how difficult times are right now for Hospitality businesses, so we launched the rebrand with an in depth look at key areas for cafes to address right now, to ensure financial stability.

Click link to see the full video:
<https://thecoffeeconsultancy.com/blog/>

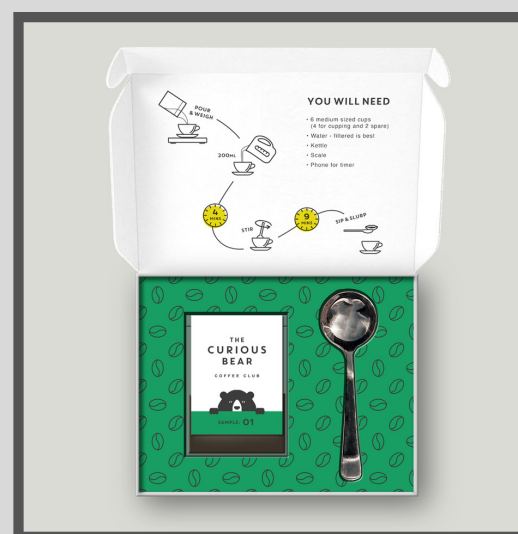
We have identified three key areas where The Coffee Consultancy can support individuals or businesses to improve their coffee standards and increase profits, whether they are Starting Out, Scaling Up or Going Untapped.

Check out our full Services here:
[\(https://thecoffeeconsultancy.com/\)](https://thecoffeeconsultancy.com/)

Alongside this rebrand, I have also launched a sister company, The Curious Bear Club. This company was created as a direct response to the Covid-19 Lockdown and I am very excited to share this with you all now.

Designed for virtual and in-house corporate client or team-building events, The Curious Bear Club is a carefully curated coffee box that is designed specifically to showcase the diverse variety of flavours that exists within coffee.

We select some of the world's best seasonal coffees which we then freshly roast, grind and mailout in our Curious Bear boxes to each person attending the event.



Each event is hosted by an experienced coffee professional who expertly guides each group through how to taste coffee like a professional, setting up a 'Cupping Table' with the contents of each box.

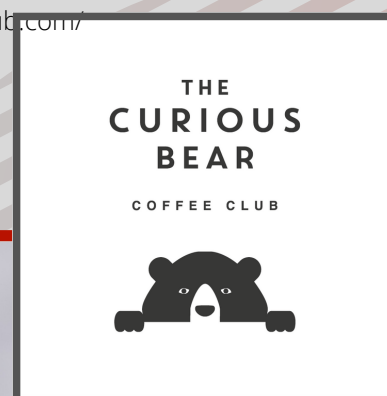
It is a fun, interactive and educational team-building experience for clients and staff.

It has been an exciting and fun journey launching this events company and I have loved being able to introduce my world of specialty coffee to completely new audiences.

As an educator in the coffee industry it is my responsibility to introduce as many people as possible to higher quality coffees to ensure we can work towards a more sustainable coffee industry. The best way to do this is always through education and The Curious Bear Club is proving a fun way to be able to do this.

If you have team members or clients that are working from home currently and are missing out on their morning coffee chats, this is the perfect answer to bring them together. Please visit the website for details of what is inside each box and how it works.

To find out more go to:
<https://www.curiousbearclub.com/>





Superfood Smoothie of the month:

Amy Cutter

Green smoothies are blended drinks that combine leafy greens with fruits, veggies and healthy fats, such as almonds, hemp seeds, flax and coconut. Popular leafy greens include spinach, kale, rainbow or Swiss chard, mint, parsley and collard greens. Some folks prefer to use all fresh, raw ingredients, but others say frozen fruit lends a thicker, ice cream-like texture.

Green smoothies are packed with fibre, which lowers cholesterol and glucose levels, keeps you feeling fuller for longer and regulates your body's cleansing processes. Plus, it's a tasty way to get a strong dose of fruits and veggies, which provide vital nutrients like vitamin A, vitamin C, folate and potassium.

Green Detox Smoothie:

- 2 cups baby spinach
- 2 cups baby kale
- 2 ribs celery, chopped
- 1 medium green apple, chopped
- 1 cup frozen sliced banana
- 1 cup almond milk
- 1 tablespoon grated fresh ginger
- 1 tablespoon chia seeds
- 1 tablespoon honey

Directions: Combine spinach, kale, celery, apple, banana, almond milk, ginger, chia seeds and honey in blender until smooth. Serve immediately.



TEA OF THE MONTH

Stinging nettle leaf is a gentle diuretic, helping the body to process and flush away toxins. It flushes the kidneys and bladder to prevent and soothe urinary tract infections. Nettle tea is ideal for sodium induced water retention and high blood pressure. Its diuretic effect decreases bloated "water weight".

AUGUST. 2020 | VOL. 9

How Water Filtration can help Cafés Save Money

BRITA

It's no secret that the UK is a nation of coffee lovers and consumers' expectations on taste, quality and presentation are higher than ever before, making for fierce competition on the high street.

With water making up to 98% of a cup of tea or coffee, it's no surprise that it plays a huge role with respect to the taste of the final drink.

Using a water filter on beverage equipment enhances the water quality in hot drinks by removing unwanted particles, metals, minerals and chlorine, which negatively affect the taste, appearance and aroma of tea and coffee. This includes the elimination of limescale, which can form an unsightly residue in the drink.

However, in this climate it's vital to remember the importance of water filtration in protecting equipment too. With the hospitality industry recovering after the UK's lockdown period, operators are battling to attract a surge in customers and stay profitable.

Prevention is key

Water can impact beverage equipment; a build-up of internal limescale can lead to expensive machine breakdowns, limited efficiency and costly downtime.

In an environment where outlets are keeping a very close eye on costs, taking steps to protect equipment can save businesses significant costs in the long term.

Using the right water filter helps to keep beverage equipment in peak condition by removing the risk of limescale deposits. Cafés can reduce the chance of premature machinery breakdowns as maintenance is performed on a preventative basis, saving valuable time and money.

It's important to exchange your filter cartridge once it reaches capacity

And remember, there's no "one-size-fits-all" filter, as the mineral content in water varies drastically between regions, and even street to street. Cafés need to identify the best filter to suit the water characteristics in their location and achieve a consistency of taste and confidence in protection.

At BRITA, we offer water test kits, which help cafés understand the particular characteristics of their water supply. What's more, BRITA Managed Services offer bespoke packages to help customers manage their water filtrations needs, so machine breakdowns become a thing of the past.



The Importance of Sustainability

In this challenging environment, it's easy for businesses to lose focus on sustainability and their impact on the environment. But with two-thirds (67%) of UK consumers stating that they would boycott brands that lack an ethical conscience, sustainability needs to remain a priority. At BRITA Professional, we continually think about our impact on the environment and how we can help our customers meet their sustainability goals.

BRITA has a zero to landfill initiative and our filters are recyclable through our own dedicated recycling plant. As part of this process, used filters are taken to the BRITA regeneration plant where each part of the filter is separated and given a new lease of life. What's more, we've been recycling water filters for more than 25 years!

For further information and to find out how BRITA Managed Services can help you save money and improve your sustainability, please contact: **01869 369851**.

Keep up to date on the latest coffee industry trends and insights by following BRITA Professional Twitter and LinkedIn.

AUGUST. 2020 | VOL. 9

Industry Q&A

Sara, Owner, Cortile Coffee in Pontypridd South Wales

My partner, Richard Metcalfe and I are joint owners of Cortile Coffee. We direct, manage and run the business with the help of our family.

Cortile Coffee is a local family run, independent, coffee shop and beverage specialist store. Established in 2017 from the love of all thing's tea and coffee. We began with our Coffee Bar, nestled in the vibrant and diverse Market Quarter, offering a range of speciality barista style drinks made with freshly roasted coffee beans, fine loose-leaf teas, delicious award-winning cakes, and healthy light bite options.

Cortile naturally developed into a tea and coffee merchant providing complete retail options to the domestic and commercial client base. Offering global leading coffee machine brands, independent hand roasted specialty coffee, fine loose-leaf teas, high end brewing equipment and tea-ware in store and online at: www.cortilecoffee.co.uk.

We pride ourselves in proudly representing Gaggia UK and Iberital in South Wales as coffee machine specialists and regional distributors. We offer full coffee package solutions for the domestic and commercial client from equipment, coffee supplies, repairs, servicing, and maintenance combined with expert customer service and fully trained engineer support.

What are the main issues you're facing?

Obviously, the Corona virus has adversely affected every business in the country. The current climate is proving very unstable and challenging for any business in these unprecedented times.

Pontypridd has been hit badly this year with consecutive ill fate. Firstly, in February we had the worst floods in recent times which devastated most of the commercial town centre. Luckily, The Market Quarter was unaffected, and we continued to trade as normal. Just as the town mustered enough energy and resources to proceed with repairs and begin to re-open, Covid-19 struck resulting in the full shutdown of Cortile Coffee.

Like most businesses, we closed overnight with no clear direction or hopes of opening at any point in the near future. We were devastated. However, our web store which had just been redesigned and relaunched came into its own. Our website outperformed our expectations with customers purchasing coffee and tea to be delivered directly to them while in quarantine. It continues to be pivotal in our business as people shop online as a precaution to social distancing and shielding measures.

As restrictions lifted and businesses were allowed to reopen here in Wales (particularly coffee shops, bars, restaurants, hotels etc) our commercial servicing branch became extremely busy and were called upon to cover areas from Oxford to St David's in West Wales. As businesses commenced to trade dormant coffee machines and equipment required servicing, maintenance, and emergency breakdown repairs.



AUGUST. 2020 | VOL. 9



Industry Q&A

My typical day... There is no typical day which is what Richard, my husband and I thrive on. Every day is different. Richard can be called out at any time for onsite coffee machine repairs, installations, and breakdowns anywhere in the country! My days are shared between working at the coffee bar, shop, commercial centre, managing the website combined with administration and bookkeeping. You certainly must be multi-skilled working for yourself and of course be prepared to work 24/7!

My biggest mistake... I do not see any mistakes, only good and bad opportunities. The good ones lead you to good places and the bad ones are merely learning curves!

I would tell my 16 year old self to trust yourself, believe and take the risk. Richard and I have entered business in our mid years. We feel that we have achieved so much in the last 3 and a half years but who knows what else we could have achieved if we started earlier.

Tell me something that not many people know about you? Well, most people do know this already – I am obsessed with tea! I love anything tea related. I think that there is nothing that a good cuppa and a chat cannot sort out! I hope to continue my learning and achieve qualifications in tea preparation, history, and culture to pass on to other fellow tea enthusiasts. We will be holding tea courses and barista training in our new flagship store.

A perfect day for me is drinking lots of tea for me, coffee for Richard and talking tea and coffee with our amazing customers who actively support, encourage, and drive us in everything we do.

Cortile Coffee Contact Information:

Tel: 07599800374

Email: info@cortilecoffee.co.uk



BSA DIRECTORY

Please refer to the BSA website for more details on these companies

Distributors:

Alpha Kaffe 30210602537 www.alphakaffe.gr

Arden Coffee 01246 252832 www.iwantacoffeemachine.com

Caffeica Ltd 01993 776753 www.caffeica.co.uk

Clockwork Coffee Ltd 01753 548009 <http://www.clockwork-coffee.co.uk/>

Coffee Care (Northern Counties) Ltd 01756 794 811 www.coffeecare.co.uk

Coffee Classics Ltd 0844 800 5387 www.coffeeclassics.co.uk

Coffee Perfection 0353 01 8253981 www.coffeeperfection.ie

Coffix Ltd 01530 242800 www.coffix.com

Complete Beverage Solutions Ltd 01635 877173 www.cbs-beverages.co.uk

Coffeeman Devon 01803 873759 www.coffeemandevon.co.uk

Cornish Coffee (Miko Coffee) 01209 215555 www.cornishcoffee.co.uk

Cortile Coffee 07599800374 info@cortilecoffee.co.uk

Edgumbe Tea & Coffee Co. Ltd. 01243 555775 www.edgumbes.co.uk

Espresso Services 01293 769825 www.espresso-solutions.co.uk

Farrers 01539 720020 www.farrerscoffee.co.uk

Hatter Coffee Co. +353831407761 <https://www.ecwid.com/store/hattercoffee.co/>

Kimbo UK 0208 743 8959 www.kimbo.co.uk

Miko Coffee, Chertsey 0800 496 3939 www.miko.co.uk

Miko Coffee Scotland 01355 244466 www.miko.co.uk

Miko Coffee South West 01392 447272 www.miko.co.uk

Miko Distribution Centre 01942 601911 www.miko.co.uk

Pumphreys Coffee 0191 4144 510 www.pumphreys.co.uk

Plantation Coffee www.plantationcoffee.co.uk

Qualitasse Ltd 01256 300050 www.qualitasse.co.uk

Rcoffee 0161 448 9171 www.rcoffee.co.uk

Total Refreshment Solutions Ltd 03301101101 <https://www.arumba-coffee.co.uk/>

The Black & White Coffee Company 01205 460 150 www.blackandwhitecoffee.uk.com

The Brew Group (Caffe Society) 0845 450 0500 www.caffesociety.co.uk

The Office Coffee Company 0203 763 4035 <https://www.office-coffee.co.uk>

Voyager Coffee 01364 644440 www.voyagercoffee.co.uk

Treviso Coffee 08006129042 keith@trevisocoffee.co.uk

Affiliates:

Angus Mckenzie Co directorangus@beveragestandardsassociation.co.uk

British Coffee School, Nepal 07907 997979 www.britishcoffeeschool.com

Bryan Stockley Consultancy 07832 258879 www.bsccs-ltd.co.uk

Café Biz T/a Trade Events 01707286966 <http://www.vend-ex.com/behind-the-shows>

Coffea Arabica Limited 07766533157 www.coffeaarabica.co.uk

Coffox Ltd T/A Cafesuccess 07736950673 <https://www.cafesuccesshub.com>

Coffee Kids 016466 882774 www.coffeekids.org

COTECO 302106403439 <https://www.bsaeducation.gr/en/home>

Inglehurst Foods Ltd. 01420 563 413 www.inglehurst.co.uk

Mind Your Business 0118 983 5827

RBC East Midlands Ltd 0300 303 0666 <http://rbcem.co.uk/>

Rainforest Alliance 00 31 20 422 8856 www.rainforest-alliance.org

Ronald Paterson 01494 674 095

Robert Mallerman Ltd 01279 248100 www.spray-dryer.com

ROUND +447763898300 <https://round.app/>

SCA 01245 426060 www.sca.coffee

Salt Media 01271 859299 <https://saltmedia.co.uk/>

Speciality Tea Academy UK Ltd 07976517128 teaworks@ukteaacademy.com

The Coffee Consultancy <https://www.thecoffeeconsultancy.com/>

Suppliers:

APL Kouidis SA +30 2310 531 849 <https://kouidis.gr/en/corporate-profile/about-us/>

Allpure +44 (0) 1252 519955 <https://www.allpurefilters.com/>

BWT UK Limited 07831382929 www.bwt-uk.co.uk

Barry Callebaut Vending UK 01244 370500 www.barrycallebautvending.co.uk

Brita Water Filter Systems (UK) Ltd. 01869365840 www.brita.co.uk

Cimbali UK 020 82387100 www.cimbaliuk.com

Espresso Solutions Ltd 01293 769825 www.espresso-solutions.co.uk

EVOCA <https://www.evocagroup.com/en/home>

Fracino 0121 328 5757 www.fracino.com

GMS Espresso Ltd 01494 484319 www.gmsespresso.com

h2o Direct Ltd 01892 669628 www.h2odirect.co.uk

Kokoa Collection 0208 8832660 www.kokoacollection.co.uk

LF Spare Parts 01285 861625 www.lfspareparts724.com

M*A*D Training Solutions 07768 884693 www.coffeetraining.co.uk

Novus Tea UK 01621 776179 <https://www.novustea.co.uk/>

Pentair (Everpure) +32 (0)14 283 504 www.pentairfoodservice.com

R.W Stokes & Sons Ltd. 01522 512548 www.stokes-coffee.co.uk

Sdoukos, Ioannina, Greece <https://sdoukos.eu/>

Silver Oak Coffee Ltd 07737044259 <https://silveroakcoffee.co.uk/>

The London School of Coffee Ltd 0208 439 7981 www.londonschoolofcoffee.com

Urban Concepts 01744 747172 <https://urbanconceptsLtd.co.uk/>



WATERCARE

Tel: 01279780268

Website: www.watercare.co.uk

www.beveragestandardsassociation.co.uk
07944 161785

BSA DIRECTORY

Please refer to the BSA website for more details on these companies

Retailer:

Bean & Bud 07479807700 info@beanandbud.co.uk

Bean & Leaf Coffee House <http://beanandleafoffeehouse.co.uk/>

Café 2U 0845 644 4708 www.cafe2u.co.uk

Cole Cafe & Deli <https://www.facebook.com/colecafeanddeli>

Common Ground Coffee <http://commongroundalt.co.uk/>

Cork Coffee Roasters <https://corkcoffee.roasters.ie/>

Courtyard Coffee Roasters 01785 851024 <https://courtyardcoffee.roasters.co.uk/>

Cumbernauld Catering Ltd T/a The Buffet Box Cafe

Dear Green Coffee Roasters 01415 527774 <https://www.deargreencoffee.com/>

Este Place Ltd t/a Este Kitchen <https://www.estekitchen.com/>

Fire & Flow Coffee <https://www.fireandflowcoffee.co.uk/>

Grasshopper Cafe <https://www.grasshoppercafe.co.uk/>

Grind & Tamp Ltd <http://www.grindandtampcoffee.co.uk/>

Habitat Café <http://www.habitatcafe.co.uk/>

Kings Coffee & Books <https://kings-online.co.uk/>

Liberty Coffee <http://liberty-coffee.co.uk/>



Loumidis Antonis, Athens <https://www.antonisloumidis.gr/>

Loumidis Coffee Shops, Athens <https://www.kafekopteialoumidi.gr/collections/kafedes>

Marmadukes Coffee Shop, Sheffield 07503210688 <https://marmadukes.co/>

Mr Espresso Coffee Company, Athinas <https://mrespresso.gr/en>

North Star Coffee Roasters 07725144211 <https://www.northstarroast.com/>

Speyside Coffee Roasting Co <https://speysidecoffee.co.uk/>

Star Anise Cafe <http://www.staranisecafe.co.uk/>

The Apple Tree 01283 712332 www.appletreebartonmarina.co.uk

The Coffee Cart Company 01432 278626

The Coffee Dispensary <https://www.thecoffeedispensary.co.uk/>

The Copper Lab Coffee <https://www.thecopperlabcoffee.com/>

Urban Ground <https://www.urbanground.co.uk/>

VSF Wines 08089012029 <https://www.vsf.wine/>

Wired Coffee and Cake 07598931448 www.wiredcoffeeandcake.co.uk

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