

BREWING, FOOD & BEVERAGE INDUSTRY



BFBI MEMBERSHIP PACK

MEMBERSHIP
BENEFITS 2025



WWW.BFBI.ORG.UK

ABOUT US

Since its formation in 1907, as the Allied Brewery Traders' Association (ABTA), the BFBi has continued to provide an invaluable link between the trades and services supplying the Brewing, Food & Beverage Industry. Today, the Association's strength and depth of membership expertise continues to help manage the opportunities and challenges facing the industry.

01

BFBi acts as the **lobby body for the various sectors within the supply chain**, representing all Members to ensure fair competition within the market place.

02

BFBi hosts a **full range of networking events across** the country.

03

BFBi organise a number of sector specific schemes including:-

BFBi's Register of Accredited Service Providers - provides a list of accredited Service Providers, ensuring a minimum standard of work, training and adherence to Best Practice.

BFBi National Register of Beverage Gas Fillers & Suppliers – provides a minimum level of best practice for fillers and suppliers of cellar gas, helping to ensure safety in the cellar and provision of quality beer.

Apprenticeship in Drinks Dispense -

created to provide an entry level, nationally recognised qualification, as well as a career pathway for the cellar service sector. Supported and promoted by Brewers and Pub Operators, these qualifications ensure a cohesive and progressive career pathway.

L3 Diploma in Drinks Dispense & CSIM

Card – a less time intensive route to providing a minimum level of best practice for cellar service technicians. The Cellar Maintenance & Installation Card (CSIM), acts as a licence to practice and is partnered with CSCS.

BFBi Feed Assurance Scheme - All

breweries supplying material to the animal feed market must comply with the Feed Hygiene Regulations. These include the need for a HACCP plan.

In order to ensure the supply of nutritious, wholesome and **SAFE** moist co-product feed to farm, the **BFBi Feed Assurance Scheme** has been established to support the smaller brewer and distiller. This Scheme runs alongside the BFBi Code of Practice for Moist Co-Product Feeds and AIC FEMAS/UFAS accreditation.

STATS

WHAT MAKES UP BFBi



292

ACTIVE MEMBERS

5

SECTIONS ACROSS
THE UK

35+

INDUSTRY EVENTS
FOR 2024

1800

PROJECTED PARTICIPANTS
BY THE END OF 2024

85

ACTIVE LEARNERS

209

CSIM CARDS ISSUED

WHAT OUR MEMBERS SAY:

“As a Member of the BFBi, we find many of their services invaluable. Their global News service keeps me up to date with all that is happening in our sector as well as providing articles and information.

Other services we have used include; export sales & marketing workshop, grants for overseas exhibitions, inclusion in the BFBi Directory and, course, both national and section networking events.”

BENEFITS OF MEMBERSHIP

2025 Annual Subscription is:

£680.00 + VAT for Company Members

£280.00 for Sole Traders/Drinks Manufacturers

£440.00 for Corporate Membership (2nd plus company of a group)

01

BFBI ANNUAL DIRECTORY

Member listing in our annual directory to include company overview, website link and contact information.

02

PUBLIC RELATIONS

Via the website, social media, YouTube channel and Your Voice (our quarterly newsletter). All PR is free of charge.

03

NETWORKING OPPORTUNITIES

Via tours of manufacturing sites, industry seminars and social events.

04

KNOWLEDGE TRANSFER

Via face-to-face industry seminars and presentations aimed to deliver knowledge and learning.

05

WEBINARS

Organised by BFBI free of charge, recorded and further promoted via social media channels.

06

EXHIBITION MANAGEMENT

BFBI can facilitate and manage your exhibition needs both in the UK and overseas.

07

DEDICATED WEBSITE

Our online hub which is constantly updated and full of member resource and information.

08

TRADING

Trading between Member companies provides an opportunity for industry networking and profit maximisation.

BENEFITS OF MEMBERSHIP

2025 Annual Subscription is:

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09

EMAILERS

Weekly emailer delivering the latest industry and sector specific information.

10

USE OF DATABASES

Members can access our database of breweries, pub operators, cider makers, distillers, soft drinks, dairy products and manufacturers both within the UK and abroad. We subscribe to the major food and drink information websites so you don't have to.

11

TRADE COMMITTEES

Representation via trade committees working in partnership with other national and international organisations at the forefront of legislative development.

12

LOBBYING

Forum for lobbying Parliament, Europe and International legislative bodies

13

ASSISTANCE & HELPLINE

Assistance with export Grants and Funding.

Business Advisory Helpline – Providing, free professional advice on many issues, including: Tax, VAT, PAYE, Health & Safety, Corporate Law, Employment Law, Patents.

14

DISCOUNTS

Discounts to brewers & distillers on BFBi Feed Assurance Scheme

15

AUDITS

Free on-site compliance audit to BFBi Gas Accreditation Scheme for relevant members

YOUR VOICE

THE BFBi QUARTERLY NEWSLETTER

Your Voice is incorporated within Brewing & Beverages Industry Business magazine, sent to approximately 2500 members and wider beverage and food industry specifiers.

As well as profiling BFBi events and issues being addressed by the Association's trade committees, the newsletter provides an opportunity for members to publish articles, announce changes in personnel, promote new products and services and company events.

YOUR VOICE **bfbi**
STRONGER TOGETHER

News from the Brewing, Food & Beverage Industry Suppliers Association

VOL 6
ISSUE 2
Summer 2024

REPRESENTING THE VALUE CHAIN SUPPLYING THE BEVERAGE INDUSTRY

bfbi
STRONGER TOGETHER

Andrew Jeans
BFBi National Chair

In the ever-evolving landscape of the food, beverage, and brewery industries, we find ourselves at a pivotal moment. As the global community grapples with challenges ranging from sustainability and health to supply chain resilience, the importance of effective leadership and collaboration cannot be overstated.

Your Voice, a beacon of insight and innovation within the industry, serves as a platform for dialogue, exploration, and transformation. Under the stewardship of the BFBi, this publication has consistently provided invaluable perspectives on trends, opportunities, and best practices shaping our field.

In the following pages and at both the social and professional events we organise for you, we explore the myriad facets of our industry, from technological advancements and consumer preferences to regulatory landscapes and market dynamics. Through diverse perspectives and thought-provoking analyses, we aim to inspire and empower industry stakeholders to navigate the challenges ahead with confidence and resilience.

So please join us - Together, let us embrace the opportunities that lie before us and chart a course towards a brighter, more sustainable future for all. "Unity is Strength."

Andrew Jeans
Andrew Jeans
Industrial Trading Solutions Managing Director and BFBi National Chairman

YOUR VOICE
bfbi
SUMMER 2024

MEMBERS' NEWS |

Booth Dispensers - bespoke UK manufacturing solutions since 1965

At Booth we provide a comprehensive range of bespoke dispense solutions for the entire beverage industry. With years of experience in manufacturing and design, our team of in-house professionals are eager to contribute their expertise to your project.



No matter what the challenge, we have the tools to solve it, whether it is producing custom cooling systems and carbonators, or designing complex bespoke projects. We have recently

invested in a brand-new fibre laser cutter, capable of cutting stainless steel, zinc and mild steel up to 3mm thick, speeding up in-house production and enabling us to operate in new markets. At the core of our sheet metal fabrication facilities we have an LVD Skippii P9 1225 Punch Press and two LVD PPH Press Brakes. This allows us to punch and form custom sheet metal components, produce intricate copper or stainless-steel tube forms, and fabricate with coded welders. In order to ensure that our products provide maximum value and performance, we maintain strict quality control standards. We also have an attentive and friendly customer service team available to assist you with any questions you may have.



Contact us today to find out more about how our fabrication service can bring your ideas and projects to life. If you have any projects that require manufacturing facilities and would like to discuss the services we can provide please send an email to CustomerService@booth-dispensers.co.uk

Going green with SSV Limited - CO₂ recovery

In today's business landscape, prioritising sustainability and curbing carbon emissions is critical across all sectors. With heightened consumer awareness and more stringent regulations, businesses face challenges in implementing changes that reduce their environmental impact.

For the brewing industry, a substantial contributor to carbon dioxide (CO₂) emissions is the fermentation process, significantly impacting the carbon footprint of beer production. Recognising the urgency to address these emissions, breweries are increasingly adopting CO₂ recovery systems as part of their sustainability initiatives. These systems capture CO₂ emitted during fermentation, purifying it for reuse in the brewing process. This not only reduces atmospheric CO₂ emissions but also yields significant cost savings, given the essential role of CO₂ in beer production and the wide-ranging fluctuations seen over recent years in CO₂ prices and the difficulty at times for breweries to secure supply. SSV Limited is actively engaged in reducing its carbon footprint and has

introduced the innovative Hypro CO₂ Recovery Unit. This system offers notable advantages over others, operating at moderate pressures of 15-18 bar, enabling breweries to leverage existing infrastructure without the need for high-pressure storage vessels. The design minimises flashing losses, typically found in high-pressure systems, resulting in enhanced efficiency, cost savings and overall value.

The Hypro unit boasts user-friendly operation with an intelligent monitoring system overseeing CO₂ quality and managing the recovery process automatically. Its versatility can be further amplified by the option of a CO₂ distillation column to achieve even higher purities. Notably, the Hypro CO₂ Recovery unit eliminates the need to handle CO₂ cylinders, enhancing safety and operational convenience in brewery settings. Fully automated with PLC and remote access capabilities, it represents a cutting-edge solution for breweries committed to sustainability, operational efficiency, and safe practices.

Embracing CO₂ recovery technology not only aligns with environmental



goals but also delivers tangible benefits for breweries—promoting sustainability, realising cost savings, providing a short-term ROI, and fostering operational excellence in the long term. By investing in innovative solutions like the SSV Limited Hypro CO₂ Recovery Unit, breweries can actively contribute to a more sustainable future while reducing their environmental impact.

ssvlimited.co.uk

MEMBERS' NEWS |

The importance of using foaming control agents in biological processes

By Dimitris Theodoridis, Technical Director OMEX Environmental

Foaming is a common issue that can arise from a range of causes in a biological environment. It is an occurrence associated with both the anaerobic and aerated biological treatment of wastes and wastewaters. Foaming events can have multiple operational and financial impacts to biological processes depending on the type and duration of the event and hence should be kept under monitor and control when they appear.

Foaming can occur during the startup of an aerated biological process due to the young age of the sludge and the balance between dominant cultures in the biomass. It can also form during the denitrification process when nitrogen gas is captured within masses of solids in aerated basins and clarifiers or in poorly aerated processes. Abnormal growth of aerated species

can also cause foaming, especially when filamentous bacteria become the dominant process species. Operational plant parameters like variations in pH, dissolved oxygen levels and temperature can cause biological foaming.

In anaerobic digestion foaming can occur due to various causes related to the use of inadequate substrates, increases in grain-rich feedstocks or suboptimal operating conditions. Most commonly foaming in biogas plants has been observed when protein-rich feedstocks, improperly enlarged feedstock curving myxocystine, filamentous bacteria carry over from aerated processes or sludges are in use.

From an operational perspective, organic overloading of an anaerobic digestion plant, heavy mixing, insufficient digester recirculation or heating can also lead to excessive foaming.



OMEX Environmental can supply a range of products to address these types of foaming events for both aerated and anaerobic biological processes. These products are aimed at minimising the effect of an active event and, for processes with the tendency for frequent foaming, these products can offer stable and effective mitigation measures against the reappearance of foaming in the process.

www.omexenvironmental.com

Pictured above: D4VJ center

BFBi Members & Guests Only 18th June London

Midland Section Tour & Lunch

HOUSE OF LORDS
Hosted by the Earl of Shrewsbury

Join us for one of the most prestigious events in our calendar, for a day of fantastic networking and celebrating.

The day comprises a tour of the House (limited availability), followed by lunch in the Chalmers Room & Terrace, overlooking the River Thames.

Tickets £165 + VAT
to book please contact events@bfbi.org.uk

YOUR VOICE
bfbi
SUMMER 2024

01

Inclusion is free of charge to our Members and all press releases are also included on the Member News page of the BFBi website.

02

Inserts/flyers may also be included for a small fee to cover administration costs. (subject to approval).

So, if you have something to shout about – shout it out in Your Voice!

BFBI WEEKLY NEWSLETTER

The BFBI e-newsletters provide a weekly update for Members of BFBI, giving information on:-

01

Access to news, statistics and information from internet sites around the world. (BFBI is a subscriber to the Financial Times, Just Drinks, Birkners Beverage World and other global drinks sites)

02

A range of market information within the beverage and liquid food industries is available

03

Listing of section, national and international Events

04

Members may also use the facility to market events/seminars they may be organising to other BFBI Members.

05

Updates on national and international legislative issues, including Brexit, Covid -19

06

Updates on employment/HSE/ company law issues via Croners Consulting

07

Links to Government webinars

08

Plus, information on areas requested by the membership - the newsletter is tailored directly to Members' needs and available to all employees within a member company.

WHAT OUR MEMBERS SAY:

“The Industry bulletins sent out by BFBI have proved to be a valuable source of information for the Diversey sales teams. We work closely with our customers and having an in depth knowledge of developments within their organisations allows us to anticipate their future needs and to define our service offering accordingly”



WHAT OUR MEMBERS SAY:

“By continuing my attendance of BFBi meetings and functions, the importance of ‘networking’ opportunities with other suppliers and customers, has never so strongly been impressed upon me. Whilst operating for the last few months as a ‘sole trader’, I have received tremendous support from other member companies wishing to utilise my services and experience, which has been greatly encouraging.”

“I find the reports I receive very useful as they are often the only source of factual information I receive and can rely on about our trade. They are also my link with the outside world, as a business man running a small company I often get and feel very insular in my outlook, these e-mails help to keep me in touch with the outside world”

“The news bulletins are extremely helpful for me in our sector. My testimonial would be “my needle – your haystack”.

“In “normal” times, you provide a great service covering market information and in particular, smoothing the way for conferences and exhibitions, which assists our focus on growing our export business. The present situation has, however, really emphasised the value of the BFBi”.

“To us, BFBi Membership has given us the following benefits: Success in obtaining exhibition grants; hassle-free stand planning and exhibition attendance; good package travel deals; excellent trade information; friendly and efficient service; effective networking.”

“Each day, having read the BFBi briefing, I feel I have been brought up to date with events happening in the world and more importantly can then assess their impact on us”.

“Appreciate your impressive and speedy access to information with detailed content and wide coverage. Friendly and professional point of contact too.”

BFBI BUSINESS SUPPORT HELPLINE SERVICE

The free of charge Business Support Helpline from Croner Consulting provides expert, practical advice for Member Companies and their employees.

THE HELPLINE PROVIDES:

- 01** Expert consultants
- 02** Friendly, sympathetic and straightforward approach
- 03** Preventative recommendations to avoid pitfalls and prosecution
- 04** Tailored guidance and support
- 05** Time to focus on managing your business

The Business Support Helpline is available during business hours (8am – 6pm) as and when you need it. There is **no limit to how often you can use the service or how long it takes to solve an issue**. Areas of advice include:

Employment
Health & Safety
Payroll
Tax
VAT
Commercial & Contract Law
Landlord & Tenant issues
Company Law
Consumer Protection & Licensing
Copyright & Patents
Debt Collection & Credit Management
Business Rates & Lease Negotiation
Stakeholder Pensions



The Helpline also keeps Members up to date with legislative changes and provides fact sheets on a range of common issues. **Don't forget – as a Full Member, all employees are able to use this excellent service!**

MEET THE TEAM

WE ARE HERE FOR YOU



RUTH EVANS

Ruth, the head of the BFBi team, has a wealth of knowledge and expertise of the industry, having been with the Association for almost 25 years. Ruth has a pro-active and 'can-do' attitude and is always committed to providing the best service possible to our members.

CEO at BFBi - ruth.evans@bfbi.org.uk



JODIE SERLENGA

Jodie has considerable experience in event and exhibition management having worked in the industry for over 10 years. Jodie has great attention to detail and is an energetic member of the BFBi team who loves to meet new people and build long-lasting relationships with our members.

Business Development Manager at BFBi - jodie.serlenga@bfbi.org.uk



SUSAN GHARU

Susan, with over 20 years of bookkeeping and accounting experience heads the BFBi accounts department. Although not 'front of house', Susan is a key member of the team providing support to both the events and training departments.

Membership and Accounts Officer at BFBi - susan.gharu@bfbi.org.uk



IAN CARTY

Ian has built up over 15 years' experience in training based roles. These cover both private & public sector organisations, in roles such as Training Administrator to Facilitator. Having started his work life in pub management, he is eager to contribute to this industry again having joined the Association in 2024.

Training Officer at BFBi - ian.carty@bfbi.org.uk

BFBI CODE OF CONDUCT

INTRODUCTION

This Code of Conduct is a means of ordering and regulating expectations and behaviour of Member Companies with a view to improving corporate social responsibility. It aims to create greater certainty in commercial and other relationships within the Association. All Member Companies, by joining the Association, agree to abide by the BFBI Rules of Association.

OBJECTS OF THE ASSOCIATION

The principal **Objects of the Association** are to enable its Members:

- To act together in all matters appertaining to their trade or professional interests;
- To watch legislative proposals and other public matters affecting them in common with the brewing, food and beverage industry and to take any necessary action thereon whether by way of petition to Parliament or otherwise;
- To form a centre for obtaining and diffusing information and generally to endeavour to meet the technical aspirations and social requirements of persons engaged in or interested or connected with those trades.

The **keystone of the Association** is the forum, which it provides for the regular and frequent meeting of its members, both formally and informally. In committees and working parties, joint ventures and exhibitions, conferences and seminars, social events and sports activities, the Association provides many opportunities for its members to meet and discuss matters of mutual interest and concern.

The **strength of the Association** lies in its ability to act for, and on behalf of, its members; to influence and inform to the mutual benefit of all.

WHAT YOU MUST DO

Members should make every endeavour to:

- Ensure that they conduct their business affairs in a professional manner and avoid behaviour that could bring the Brewing, Food & Beverage Industry Suppliers Association (BFBI) or its membership into disrepute.
- Conduct their business affairs on sound, ethical principles and make every endeavour to trade fairly and honestly with employees, clients, suppliers and other Members.
- May not, under any circumstances, purport to represent, speak on behalf of or otherwise act as a representative of the BFBI unless asked to do so.
- Not act in an anti-competitive manner
- Strive to achieve their professional goals by continuing educational and training, seminars, conventions, etc., and striving for excellence through professional improvement.
- Understand that being a BFBI member is a privilege and not abiding by this Code of Conduct or the Membership Rules is cause for termination or suspension of membership and all rights to use logos and BFBI's name cease.

WHAT WE WILL DO

- Aim to be the foremost Trade Association providing opportunities for its Members to develop within the Brewing, Food and Beverage Industry Sector.
- Enable Members to act together in all matters appertaining to their trade or professional interests.

BFBI CODE OF CONDUCT

- Monitor legislative proposals and other public matters affecting Members in common within the Brewing, Food and Beverage Industry Sector and to take any necessary action thereon whether by way of petition to Parliament or other agencies, both in the UK and worldwide, so as to protect the interests of Members.
- Form a centre for obtaining and diffusing information generally to meet the technical aspirations and social requirements of persons engaged in or interested or connected with that industry Sector
- Maintain the vital link between the many and various trades and services supplying the Brewing, Food and Beverage Industries;
- Create the forum which provides for the regular and frequent meetings of its Members, both formally and socially.
- Monitor and support the special interest Groups within the various trades; through specific trade committees, exhibitions, conferences and seminars.
- Assist Member companies to identify and develop new market opportunities worldwide, through overseas exhibitions, conferences and seminars.
- Continue to develop the Association whereby customers can rely on a quality of service and product being provided by Member Companies and to create the situation whereby membership of the Association will offer priority consideration when customers are sourcing their requirements.
- Promote inter-trading between Member Companies.

ANTI COMPETITIVE BEHAVIOUR

As a trade association, BFBI strictly adheres to UK Competition Law. Thus, Member Companies must never use a BFBI networking function to talk with, or exchange information with competitors to:

- Fix prices – this can include setting minimum or maximum prices, or “stabilising” prices.
- Fix terms related to price, pricing formulas, credit terms etc.
- Divide up markets, customers or territories.
- Limit production, including agreements to shut down capacity.
- Rig a competitive bidding process, including arrangements to conduct “sham bids”.

NON ADHERENCE TO THE CODE OF PRACTICE

Complaints about a Member Company, in relation to their adherence to the Code of Practice, should be put in writing to the Chief Executive who will present a case to Management Committee. If it is determined that a Member Company has not acted according to the Code of Practice the Rules of Association shall be invoked whereby:

EXPULSION

2.00 (i) “It shall be the duty of the Management Committee if at any time it shall be of the opinion that the interests of the Association so require, by letter to invite any Member to withdraw from the Association within a time specified in such letter and in default of such withdrawal to submit the question of his expulsion to a General Meeting. It shall be the duty of the Chief Executive to inform the member in question; of the time and place of the General Meeting and of the nature of the complaint against him in sufficient time to afford him a proper opportunity of offering his explanation. At such General Meeting the Member shall be allowed to offer an explanation of his conduct verbally or in writing, and if the majority of the Full Members present shall vote for his expulsion he shall immediately cease to be a Member of the Association.”

2025 SCHEDULE OF EVENTS

January	Bonham & Brook Webinar - Net Zero
February	Western Section Seminar & Lunch Western Section Roxy Ballroom
March	Northern Annual Lunch BFBi BeerX After Party
May	National Annual Lunch
June	Tour of Syngenta & Humber Doucy International Cheese & Dairy Awards
July	IBD/BFBi Sustainability in Brewing Western Section Cricket Challenge Cup Golf Day
September	drinktec (Germany)
November	Midland Section Annual Lunch

More events coming soon.



FOLLOW US:





MEMBERSHIP APPLICATION FORM

Please submit our name to the:

***Eastern / London / Midland / Northern / Western / Irish / International** Section
as a **Full Member** of the BFBI
If elected I/We undertake to abide by the Rules and Bylaws and Code of Conduct
YES/NO (please delete as applicable)

PURCHASE ORDER NO. _____

Company _____

Company Address _____

_____ Post Code _____

Tel No. _____ Email Address _____

Web site _____

VAT Number _____

Brief Description of Business _____

No. of Years Trading _____ No. of Employees _____

Please state if a member of a group of companies and if so, the name of the Parent Group or Company

Name of Proposed Representative for the Association

Job Title _____

Mailing Address if different to above _____

Contact Tel _____ Mobile _____

Signature _____ Job Title _____

Print Name _____ Date _____

Annual Subscription is £680.00 + VAT.

Brewing, Food & Beverage Industry Suppliers' Association (BFBI)

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Chief Executive Ruth Evans MBE

STRONGER TOGETHER

BREWING,
FOOD &
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INDUSTRY
ASSOCIATION

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